

The American Perfumer

and Essential Oil Review

VOL. XXI

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CONTRIBUTING EDITORS

DR. CLEMENS KLEBER
Clifton, N. J.
ESSENTIAL OILS

DR. MARSTON TAYLOR BOGERT
Columbia University
New York
SYNTHETICS

PROF. CURT P. WIMMER
Columbia University
New York
TOILET PREPARATIONS

DR. EDGAR G. THOMSEN
Winona, Minn.
SOAPS

DR. R. O. BROOKS
New York
FLAVORING EXTRACTS

HOWARD S. NEIMAN
New York
**PATENTS, TRADE-MARKS
AND COPYRIGHTS**

LEROY FAIRMAN
New York
MERCHANDISING

RICHARD B. FRANKEN
New York University
PACKAGES

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SWEET, TRUE

"STAFFALLEN'S"



For the production of Oil Almonds, Sweet, True, Stafford Allen & Sons select the finest Italian and North African almonds, carefully dried to avoid moulding during shipment.

The kernels are carefully cleaned to remove adhering dirt, then ground and pressed in scrupulously clean hydraulic presses, the expressed oil being carefully filtered.

The exceptional quality of Oil Almonds "StaffAllen's" is due to two factors: fastidious choice of almonds and the cold pressing process in which no heat is applied, thus sacrificing the yield to produce the finest possible oil.

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STAFFORD ALLEN & SONS, Ltd.	::	::	LONDON

The American Perfumer

and Essential Oil Review

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The Independent International Journal devoted to Perfumery, Toilet Preparations, Soaps, Flavoring Extracts, etc.
No producer, dealer or manufacturer has any financial interest in it, nor any voice in its control or policies.

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NEW YORK, DECEMBER, 1926

Vol. XXI. No. 10

World Peace, Plenty and Happiness

Wishing all of our readers a very Merry Christmas and a Happy and Prosperous New Year we feel that we should emphasize the fact that the prospects for the realization of our hopes have never been so bright.

Our clientele all over the civilized globe has been in turmoil through the war, but as 1927 appears on the calendar important steps are taken to eliminate the last of the World War treaty objections and restore Peace and Good Will on Earth.

Aside from the happiness which the trend toward peace and prosperity show in our foreign clientele's near future it must be said that America is not at all backward.

Thrift and prosperity dominate the great bulk of the inhabitants of the United States. That fact is the basis for our hopefully prophetic claim that 1927 will eclipse by many per cent all previous years in accomplishments in new productions, in addition to matured profitable trade volume. There must be an increase in the output of present manufacturers of goods acceptable to the public. The advance in quality, usefulness and adaptability of toilet preparations for masculine as well as feminine purposes has become so generally recognized that it is essentially a part of our national existence.

In all quarters of the globe the demand for cosmetics, perfumes and toiletries continues to increase, steadily and satisfactorily.

In America the fundamental ground for the demand has not yet been more than scratched, despite the great gains made in this direction by our manufacturers.

There are two reasons for prophetic words:

1. The wonderful improvement in the manufacture of toilet preparations which enables the fair sex (and the masculines as well) to use cosmetics without attracting attention that was a drawback to their use in the primitive days of applying these means for cleanliness and possible beautification.

2. The new generation has adopted toilet preparations as an essential, instead of a luxury. The power to buy is an important consideration. Up to last July the savings of the American people entrusted to all classes of banks amounted to very nearly \$25,000,000,000. This was an increase of more than \$1,500,000,000 over the previous year. It represents a savings rate of \$211 for every item of the country's population, young and old and in between.

Considering the evidence there does not seem to be any reason to dispute President Coolidge's calm refusal to accept the credit men's installment buying scare as being more than visionary. The President believes that the people are en-

titled to get things they need on credit and has not the slightest doubt of their ultimate ability to pay.

There is not a single real black cloud on the horizon for the New Year 1927. Cotton in the South has been over-produced, the New England textile industry is still in the doldrums and there are some minor flies in the trade ointment, but generally speaking the Nation never was more prosperous and nothing short of a cataclysm overwhelming the continent can stem the tide in which our industries are riding nicely and safely on top.

PRICE MAINTENANCE IS LEGAL

The United States Circuit Court of Appeals, Second Circuit, Judges Manton and Hough, has handed down a decision on price maintenance which is sure to have far-reaching effect upon the conduct of business in perfumes, cosmetics, toilet preparations and other proprietary articles. The decision was on appeal of Harriet Hubbard Ayer, Inc. from a "cease and desist" order of the Federal Trade Commission. The original order commanded the company to discontinue "an alleged policy of securing the observance of resale prices of its products by co-operative measures."

The Court in its decision makes the significant statement that

"as long as a manufacturer does not monopolize his line of products and use unfair and fraudulent methods, he should be permitted to exercise the privilege which the law accords him of selecting his customers and refusing to sell to customers who undermine the market by becoming price cutters."

The learned Court goes on to state that it is only when practices amount to fraud in regard to some public or private right that an unfair method of competition is accomplished, and that the free flow of commerce would be interfered with, and there would be a decrease in competition if retailers might indulge in price cutting, that reaches the proportion of a ruinous business policy.

Of even more significance is the statement of the Court that "Section Five of the Act does not give the Federal Trade Commission power to thus regulate trade policy," and "The right to fix prices is not within the province of the Commission." This would seem again to define the powers of the trade commission in the matter of its "cease and desist" orders, and limit its activities to those of a fact finding body. It undoubtedly gives to the manufacturer the right to indicate resale prices without interference from the Commission, and the power to enforce their observance also without interference, so long as unfair methods and fraud are not practiced in so doing.

The significance of the decision for the manufacturer is

even broader than this. Much lip service to the cause of price maintenance has been rendered in public by manufacturers whose products have been seriously slashed by the retail trade. The decision in the case of the Ayer company will go far toward testing the sincerity of those who advance the cause. Not only does the decision indicate that refusal to sell to price cutters is *legal* but it gives the exact formula by which the manufacturer can maintain his resale prices if he really desires to do so.

Undoubtedly legislation on the subject of maintaining prices is desirable to clarify the numerous decisions on the matter. Certainly, the prompt passage of such a measure as the pending Capper-Kelly bill would be of value. But it is equally certain that under the Harriet Hubbard Ayer decision, should it be upheld by the U. S. Supreme Court, manufacturers who desire to do so can maintain prices without additional legislation.

Further the decision marks the reversal of the conception of price maintenance which has been urged in some directions. This theory has been that prices could be maintained by making resale profits so small that to cut prices would entail losses. Superficially, this is true enough. But have its proponents thought of the attitude of the wholesaler and the retailer to the products on which there is only a bare margin of profit? What of distribution and sales under this theory? The Ayer decision allows the manufacturer to indicate retail prices showing a fair margin of profit and tells the manufacturer how to maintain such prices. That leaves price maintenance in the hands of the manufacturer from now on. The course is open. Future action in the matter will be something very like a test of sincerity.

CHRISTIAN SCIENCE AND PERFUMERY

The perennial wave of publicity on "How to Make Perfumery at Home" has taken a fresh start. It apparently started in the *Christian Science Monitor* of Boston which printed a lengthy and somewhat detailed description of the three chief methods of extracting perfumes from flowers.

The appeal is directed to women who have rose gardens and are cultivating other flowers that might be used for perfume purposes. The processes as described would make it extremely difficult for amateurs to do very much even in the way of experimentation, provided their supplies of the prime essential, an ample supply of flowers, were available.

Some of our readers have protested against articles of this description, but really there is no reason to worry. On the contrary the publication of the recipes for home-made perfumes only tends to increase the interest of women in the manufactured products. Either the formulas have been inadequate, or as in this case too complicated, so that probably there have been few if any really serious attempts by women with small flower gardens to take advantage of the gratuitous information.

The *Monitor's* article has been extensively copied throughout the country and will have a beneficial effect on the industry, for it will serve to arouse new interest in perfumery in probably thousands of women who like to cultivate flower gardens and have not yet become interested in the perfected odors offered by our manufacturers.

Desirable Visibility

Perhaps one of the reasons why the glass bottle is so popular as a container is because, like women's clothes, it protects the property without obstructing the view.—*Bottles.*

INDEX FOR THE PERFUMER, VOLUME XX

The Index for Volume XX of *THE AMERICAN PERFUMER AND ESSENTIAL OIL REVIEW* has been mailed to subscribers, advertisers and other friends, including national and state librarians, who put in requests for copies. While the supply lasts others desiring to receive copies can have the same on application.

The increase in the size of the latest Index reflects the growth in quantity and quality of our text pages in the last decade. Volume X contained what then seemed the goodly allowance of 326 pages, while Volume XX, with 736 pages, more than doubled the quota of space given to the reading section, but the constant and continuous efforts at improvement augmented many fold the value, scope and amount of the information and news printed each month.

BUYING METHODS HAVE CHANGED

In spite of the fact that actual sales during recent months have been at least equal to those of the same period in previous years and in spite of a generally admitted healthy business condition, anyone who has had occasion to ask the wholesaler about trade conditions during that period has been almost invariably met with a shake of the head and a more or less sorrowful look. It is obvious that wholesalers, and to some extent manufacturers, have felt that business could be much better at a time when, in reality, conditions have been excellent.

The cause of this more or less pessimistic sentiment has been a change in methods of purchasing. Business is being done in a radically different fashion than that to which industry and trade has become accustomed. There has been a general breakdown in the old method of contracting for supplies over long intervals. There has been a sharp curtailment in the practice of carrying heavy stocks of goods. The whole trend has been toward small purchases at frequent intervals.

The reasons for this change in the methods of doing business have been numerous. Without going into them in detail, a few may be recounted. Probably the most important has been the condition of the markets. Prices have been declining steadily since the war. It has been dangerous to make contracts and even more dangerous to purchase large quantities of goods at any one time. The contract buyer has a recourse in case of disaster to the market. The holder of large stocks outright has none. The development of motor transportation, making delivery more rapid and more satisfactory has been another factor in the situation. Still another cause has been the desire of the small operator in an era of high prices to avoid financial involvement and topheavy inventories.

Whatever the causes of this change in the purchasing methods of the industrial public, it is evident that there has been a change and almost equally apparent that the change has come to stay. It is natural, too, that the wholesaler and the manufacturer should be more or less concerned over a situation with which he is unfamiliar. New trends in trade are ever productive of nervousness. There are manifest advantages of the new method, however, which would seem to offset the well known benefits of long term contracts or the anticipating of requirements.

Among these advantages, possibly the most prominent is the fact that small orders must of necessity mean frequent orders. Thus a steady volume of business with less and less of the seasonal variation is secured. Undoubtedly, too, more

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frequent purchasing has a tendency to bring about a closer contact between buyer and seller with obvious advantages to both. Production can be kept upon a more stable basis with advantages in economy of operation and possible reductions of costs and prices as an ultimate result, not to speak of the reduction in labor troubles by means of steady and regular employment. Further, there is less chance for overproduction with consequent losses to the manufacturer and less chance of overstocking by the wholesaler with consequent disastrous effects upon the wholesale market.

Numerous other advantages of frequent small quantity purchases could be cited. Enough has been said to show that the present trend of trade is nothing to be feared or dreaded. We believe that those engaged in the manufacture of perfumes and toilet articles, and especially the sellers of raw materials to these industries, will be convinced of the advantages of the new manner of doing business, as soon as they recover from the first shock of the change. It should be obvious to them that good business right along is superior to the old manner of progress by spurts and slumps.

A VALUABLE SERVICE

There is hardly an organization which does not receive at one time or another appeals for aid from individuals and organizations. Nor is there a recipient of these appeals who does not at some time respond with the assistance requested. Undoubtedly, many worthless appeals are answered and just as surely do many worthy ones receive no attention. The reason is the total inability of any individual or concern, not making charity its direct business, to differentiate between the worthy and the worthless.

The Bureau of Advice and Information of the Charity Organization Society, New York City is answering this question for many firms and individuals in the Metropolis. It has been in existence eighteen years and during that time has passed upon the character of more than three thousand charity appeals of which nearly fifteen hundred are still being made. The bureau limits its activities to members of certain business groups in the Greater City and has rendered invaluable service.

We are uninformed as to the existence or non-existence of similar bodies in other localities. If they exist we commend their services to the firms and individuals in our industries. If they do not exist, we feel that their advantages are obvious and that efforts to bring them into existence will be well worth while.

AN AMAZING GENERALITY

One of the speakers at the recent convention of the Federal Wholesale Druggists Association at Atlantic City took occasion to "view with alarm" the decrease in sales of cosmetics in drug stores, which he professed to see as a feature of the present trend of business in the drug trade. He asserted that while the average woman in the past purchased cosmetics at the rate of \$50 yearly, she was now buying in much smaller quantities from the druggist.

Just what basis the speaker had for this rather astonishing assertion, the reports do not say. Whether he believes that the trend is away from cosmetics or merely away from the drug store as a source of supply is also left more or less open to conjecture. But that this particular druggist is a little out of touch with the trend of the times is evident, whatever the basis of his assertion.

OUR ADVERTISERS

F. N. BURT COMPANY, LTD.

Specialists in Small, Fine Paper Boxes,
Buffalo, N. Y.

AMERICAN PERFUMER & ESSENTIAL OIL REVIEW,
14 Cliff street, New York.

We are very glad to tell you what we think of THE AMERICAN PERFUMER & ESSENTIAL OIL REVIEW from an advertiser's point of view and have no criticisms whatsoever to make.

We believe that you have a medium which covers pretty generally the cosmetic field and the fact that you are running advertisements for most of the big manufacturers in the country would tend to show that your magazine as a medium for reaching this trade is quite satisfactory. There is no question in our mind about the pulling power of THE AMERICAN PERFUMER because from time to time we have had inquiries for boxes from all parts of the globe in which they mention having seen our advertisement in your magazine. This certainly indicates that it is read wherever it goes.

As regards the returns which our advertising in your magazine has brought us, it would be rather difficult to give any concrete figures as you are, no doubt, aware we specialize entirely in the small set up boxes of the type used for face powder, etc., and are fortunate enough to have as customers many of the largest manufacturers in the country.

Whether or not our advertising has any influence on these people who have known us for so many years, is difficult to say. The main purpose of our advertising is to keep our name before the trade rather than to attempt to sell any particular items and we believe that your medium has been successful in accomplishing this end.

Yours very truly,

F. N. BURT COMPANY, LTD.

ASSOCIATIONS IN THE ALLIED INDUSTRIES

AMERICAN MANUFACTURERS OF TOILET ARTICLES.—President, C. M. Baker, New York; Secretary-Treasurer, H. H. Bertram, 309 Broadway, New York.

FLAVORING EXTRACT MANUFACTURERS' ASSOCIATION.—President, D. T. Gunning, Chicago, Ill.; Secretary, R. E. Heekin, Water and Walnut streets, Cincinnati, Ohio.

NATIONAL PAPER BOX MANUFACTURERS' ASSOCIATION.—President, A. G. Burry, Ft. Wayne Paper Co., Ft. Wayne, Ind.; Secretary, Frank S. Records, Philadelphia.

PERFUME IMPORTERS' ASSOCIATION.—President, B. E. Levy, 714 Fifth avenue, New York; Secretary, B. M. Douglas, Jr., 35 West 34th street, New York.

NATIONAL MANUFACTURERS OF SODA WATER FLAVORS.—President, August Peter, Milwaukee, Wis.; Secretary and Attorney, Thos. J. Hickey, 1238 First National Bank Building, Chicago.

BARBERS SUPPLY DEALERS' ASSOCIATION.—President, J. M. Hoffar, Evansville, Ind.; Secretary, Joseph Byrne, 116 West 39th street, New York.

PERFUMERY, SOAP AND EXTRACT ASSOCIATION OF CHICAGO.—President, Louis J. Freundt; Secretary, Walter L. Filmer, Chicago.

Fundamental Conditions Still Sound

*Holiday Business Has Been Sufficient
To Keep Production Totals
at High Level*

There has been no fundamental change in the general business situation during the last month. The holiday business has been quite satisfactory in volume and while the wholesale trade has by now ceased to feel the effects of this demand, the continued volume of retail trade has lent encouragement and confidence to the manufacturer and the wholesaler. For the holiday month, during which it is usual to anticipate some slackening of the wholesale demand for goods in all lines, business since our November issue has been quite satisfactory.

Generally sound conditions throughout industry are the prevailing note at the moment. Production and distribution have gone along at a satisfactory seasonal rate and very few complain of their aggregate sales during the last thirty days. There continues some complaint as to the character of the business, the large number of small orders in all lines having supplanted the former tendency to purchase in large quantities. There is also talk of price revisions on small lot business in some lines, the idea being to bring the handling of small orders into the profitable class or to drive the buyers back to the contract method of doing business. It is hardly likely that such a campaign could be successfully carried on, requiring as it would virtual unanimity on the part of manufacturers.

Production Lighter

During the month, there has been some curtailment in production. In most trades, this is the necessary result of the holiday let down. It is looked upon as serious in very few instances although the steel industry is said to be feeling more curtailment than is usual at the season and some of the automobile manufacturers are complaining of slackness as well. Whether this is to be interpreted as an indication of a recession in general business activity to come or not, the leading authorities have been unable to agree. Most of them counsel extreme caution for the next few months but hardly any indicate any real lack of confidence in the general business structure.

The railroads report conditions as excellent. Car loadings continue at a high level and have shown little recession in spite of the fact that the grain movement has slackened a little, throwing the burden upon other classes of traffic. Orders for replacements and additions by leading railroads are well up to normal. Car shortages, despite the heavy freight movement, have been practically unheard of during the entire month.

The extremely heavy cotton crop and the consequent low price of this staple may have some effect upon Southern business during the winter. It is probable that the planter will have less to spend and that further extensions of credit to him may complicate Southern conditions in the spring. The Western farmers are also complaining bitterly of the absence of any real relief such as had been promised by Washington. However, crops in the West have been quite satisfactory and prices on them have not been out of line with values.

Labor troubles have not been much to the fore during the month. The British coal situation has shown sufficient improvement to bring down bituminous prices to some extent. Petroleum production has been satisfactory and prices on other supplies for the manufacturer have not been out of line. Hence, costs, other than raw material invoices, have been quite steady and have led to added stability in the general price structure.

There has been a tendency in some lines toward higher levels as a result of broad holiday demand but the general tendency of prices is to decline slowly. The sharpest revision during the month has been in the price of rayon (artificial silk) which has reached the lowest point at which it has ever sold.

General Outlook Good

Credit conditions during the month have been fairly satisfactory. Reports indicate that collections have been good and that outstanding accounts have increased only because of a broadening of business. Ample capital seems to be available for legitimate enterprise and at fairly reasonable rates. However, bankers are operating somewhat more cautiously than they were a few months ago and some of them profess to see some slackening in general business during 1927.

The outlook for the manufacturer during the next few months is quite bright. While it is hardly to be expected that business will continue to expand as it has during the summer and autumn, it is hardly likely that there will be any severe let down in activity. Most experts predict several months of steady satisfactory but unsensational business with prices quite well maintained to be followed by some slackening in the demand and possibly by a general recession in price indices. Demoralization of business or a serious slump is not anticipated although less active conditions than those of 1926 are generally expected for 1927.

There is little reason to fear that business or prices will suffer materially during the next few months but there is every reason to operate with sufficient caution to prevent over-production by the manufacturer or over-purchasing by the wholesaler with consequent difficulty in selling goods and its inevitable effect upon the price structure.

Encouraging Results from Palmarosa in Seychelles (Special Correspondence)

LONDON, December 10.—Plants and seeds of palmarosa recently introduced into Seychelles have given encouraging results. The variety *Cymbopogon Martini*, Stapf, known as "Motia," produced much better results than the variety "Sofia," from which India ginger-grass oil is derived, and the plants flourished best in localities where the ground was humid and fertile. A sample of the palmarosa oil from an experimental distillation examined in London contained 93 per cent of total geraniol, and thus compared very favorably with Indian palmarosa oil, which contains from 78 to 92 per cent of total geraniol.

Flexible Tariff Invoked on Methanol

President Acts to Raise Duty and Makes Appointments on Federal Trade and Tariff Commissions

WASHINGTON, Dec. 15.—President Coolidge, by executive order under the flexible tariff, has increased the duty on methanol (wood alcohol) from 12 to 18 cents per gallon. This action was taken on the recommendation of the Tariff Commission, which conducted an investigation into complaints of domestic manufacturers relative to serious injury done by imports of synthetic methanol from Germany. The commission indicated that it would require an even greater increase than the 50 per cent maximum limit under the flexible tariff to equalize costs of production in this country and in Germany.

The methanol situation was explained, in part, in this statement issued from the White House:

"The principal uses of refined methanol, the grade which competes with the synthetic methanol imported from Germany, is in the manufacture of formaldehyde which, in turn, is used in the manufacture of synthetic phenolic resins and coal-tar dyes. Refined methanol is also used in making dyes and as a solvent in the manufacture of pyroxylin plastics, such as celluloid.

"Methanol is produced in the United States by the hard-wood distillation industry jointly with two other products, acetate of lime and charcoal, whereas the methanol imported into the United States is produced in Germany as the only product of a synthetic process.

"Prior to the development of synthetic methanol in Germany, in 1925, the United States supplied approximately 50 per cent of the world's production of methanol. The domestic industry enjoyed a considerable export trade, and imports were unimportant. However, imports increased from 48 gallons in 1924 to 508,409 gallons in 1925, which was about 8½ per cent of the domestic production, and in that year, for the first time, imports exceeded exports.

"The rate of duty proclaimed by the President on methanol of 18 cents per gallon equalizes, so far as is possible, within the limits of Section 315 of the Tariff Act of 1922, the differences in costs of production in the United States and in Germany, the principal competing country.

"The only company producing synthetic methanol in Germany refused representatives of the Tariff Commission access to their cost records. The commission was, therefore, restricted to invoice prices of methanol imported from Germany as evidence of foreign costs of production. The weighted average invoice price of methanol imported during 1925 was 48.12 cents per gallon, c. i. f. New York. The domestic costs of production of refined methanol, including transportation to New York, in the eighteen months' period covered by the investigation (1924, and first six months of 1925) was 75.61 cents per gallon or 72.90 cents per gallon, depending upon the basis used in allocating the joint costs in order to determine the domestic costs of production of methanol."

President Coolidge has transmitted a long list of names to the Senate, chiefly of persons given recess appointments during the summer. Included in the list are members of the Tariff and Federal Trade Commissions.

Those nominated for the Tariff Commission are Edgar B. Brossard, of Utah, who was originally appointed more than a year ago to succeed William S. Culbertson, and Sherman J. Lowell, of New York, who was named last spring to succeed William Burgess. Both are Republicans.

The names of both Mr. Brossard and Mr. Lowell were sent to the Senate toward the close of the last session of Congress. Because of attacks upon Mr. Brossard during the investigation by the Senatorial committee of the operation of the flexible tariff, the Democrats refused to consent to his confirmation at that time. Action on the nomination of Mr. Lowell also was held up. Confirmation of both nominations is considered probable, although there may be further controversy.

President Coolidge failed to nominate H. H. Glassie, of Maryland, Democrat, whom he gave a recess appointment at the expiration of his term in September. It was indicated by the President, in reappointing Mr. Glassie in September, that he did so temporarily, and the assumption now is that before the session is over the name of a new Democrat will be submitted to the Senate.

The nomination of Abram F. Myers, of Iowa, as a member of the Federal Trade Commission also was submitted to the Senate. Mr. Myers was appointed as a member of the commission some months ago to succeed Vernan Van Fleet. He formerly was connected with the Department of Justice. He is a Republican.

C. W. Hunt, of Iowa, has been chosen chairman of the Federal Trade Commission for the ensuing year. He was appointed to the commission June 16, 1924, and at the time of his appointment was president of the Iowa Farm Federation Bureau.

CONGRESS SHELVES TAX REDUCTION

WASHINGTON, December 15.—Enactment of comparatively little controversial legislation appears in prospect during the short session of Congress which is now under way. With the session continuing for only three months, ending automatically on March 4, and with the annual appropriation bills being given the right of way there will be little chance for action upon measures which will provoke long drawn out debate.

All tax legislation has been definitely sidetracked for this session by action of the House Ways and Means Committee. This committee by a vote of fourteen to ten has decided that no tax reduction measures, either for a temporary or a permanent cut, would be considered. The action was by a strict party vote, the Republicans voting unanimously against any action and the Democrats voting in the negative. The vote was forced after the Democrats had sought to fix a date for hearings on the Democratic permanent tax reduction plan embodied in the Garner bill. In view of the brief time available in the present short session the Republicans regard it as better to adopt the alternative suggestion of President Coolidge to apply the prospective \$383,000,000 surplus to the reduction of the public debt.

Reorganizing U. S. Food Act Administration

Secretary Jardine Asks the Separation of Research Work and Law Enforcement in Federal Bureau of Chemistry—Dr. Browne Reports

WASHINGTON, December 15.—Reorganization of the administration of the Federal Food and Drugs Act has been recommended by Secretary of Agriculture Jardine.

The new plan, which is included in the budget recommendations for the fiscal year 1928 just presented to Congress, provides for the placing of the regulatory work involved in the enforcement of this act, together with the tea inspection act, the insecticide and fungicide act and the naval stores act in a single administrative unit to be known as the Food, Drug and Insecticide Administration. The enforcement of the Federal Food and Drugs Act has heretofore been in the hands of the Bureau of Chemistry.

The organization also contemplates consolidation into one unit, to be known as the Bureau of Chemistry and Soils, of the research work in the Department of Agriculture on soils and fertilizers and certain other chemical work on agricultural products at present conducted by the Bureau of Chemistry and Plant Industry.

The proposed organization, the Secretary explained, is primarily for the purpose of separating work involving scientific research from the work of law enforcement and bringing together under one directing head the closely related research and other work of the department on soil science, fertilizers, etc., and in the general field of agricultural chemistry which is now scattered in three separate bureaus. The Secretary states that it is highly desirable that the research work and the regulatory work be handled by separate administrative units because the growing pressure under which it is necessary to work in handling law enforcement is such as to interfere seriously with the attention that can be given to research work.

Law enforcement must be handled promptly as cases arise and when both this work and scientific research are conducted by the same organization the natural tendency is to put aside the research project which is not of immediate urgent appeal, but which is of far reaching importance considering the long time future of American agriculture.

Involves No Change in Food Law Policy

The proposed segregation of the regulatory work into a Food, Drug and Insecticide Administration, the Secretary emphasized, involves no change in the policy or methods of enforcing the Federal Food and Drugs Act and other acts involved. These laws in his opinion are now being enforced in an efficient manner and the industries coming within the jurisdiction of the laws are now adjusted to existing plans and policies. Any material changes in the procedure for the enforcement of these regulatory statutes, in the opinion of the Secretary, would be disturbing to the industries affected, with no compensating increase in the effectiveness of the law enforcement work.

The laboratories of the present Bureau of Chemistry that are engaged on food and drug control work under the new plan merely would operate under the Food, Drug, and Insecticide Administration unit, and present policies and methods of enforcement continued. Any basic research

necessary would be provided for in the research laboratories as at present, since under the new plan of organization there would continue to be close contact and co-operation between the two groups. While primarily for the purpose of consolidating the scientific work into one research unit and segregating the work of law enforcement into a separate administrative unit, the Secretary has stated that under the new plan it is expected that certain economies in operation would be effected.

Chief Chemist Browne's Annual Report

The annual report of Dr. C. A. Browne, chief of the Bureau of Chemistry of the Department of Agriculture, emphasizing progress in the enforcement of the Federal Food and Drugs Act during the twenty years that it has been in effect. It is stated in the report that the leaders in the industries, with few exceptions, have supported the enforcement of the law.

"The enactment and the enforcement of the Federal Food and Drugs Act and state food legislation has restored the confidence of the public in the purity and wholesomeness and truthful labeling of the food supply of the nation," says the report. "So marked has been this change that many consumers are sometimes too complacent in regard to the food supply. Some consumers, relying upon the efficiency of the enforcement of food laws do not take the trouble to read labels on the packages of food they buy, nor do they inspect the contents with any degree of care. They expect food officials to do what only the buyers themselves can do. It was never intended that food-law legislation should relieve consumers of the duty of carefully inspecting the food they buy. Vigilance on the part of consumers, as well as on the part of officials, is necessary for the full protection of the public.

Finds Few Wilful Violators of the Law

"This complacency on the part of the public is also reflected to some degree in its apparent indifference to proposed amendments to the Federal Food and Drugs Act, which would greatly weaken its effectiveness and let down the bars to adulteration and misbranding. Within the last year or two amendments to the act were introduced in Congress which would permit certain highly objectionable forms of adulteration. The public as a whole has given little indication that it is concerned about these attempts to weaken food and drug control legislation.

"The volume and value of the food and drug products which enter interstate commerce and which are imported into this country are enormous. To supervise this traffic effectively with a force which is necessarily limited it is essential that a systematic plan of operation be adopted. Accordingly a project system has been put into effect by the bureau. The various types of food and drug products which come within the scope of the act are divided into classes or projects, such as canned goods, cereal products, fruit and fruit products, cattle feeds, proprietary medicines and pharmaceutical products.

(Continued on Page 570)

Chemical Men Confer With Hoover

*Key Men in the Industry Meet Department
of Commerce Leaders to Discuss
Service Betterment*

WASHINGTON, December 7.—World economic and political conditions in their relation to the foreign trade of the chemical industry were depicted by Secretary of Commerce Hoover for 150 executives of the industry who assembled in Washington on Dec. 6 for a conference with Commerce Department officials arranged by the Department's chemical advisory committee. Secretary Hoover's address at a dinner followed an all-day session in which Julius Klein, director of the Bureau of Foreign & Domestic Commerce, and a dozen other Bureau officials, explained in detail the Bureau's activities in the promotion of foreign trade.

Dr. Klein asserted at the outset that foreign trade possibilities have been over-emphasized in roseate effusions on extending business abroad and that continued growth depends on taking it out of the "trombone area" and placing it on a business-like basis. The attendance at this discussion of foreign trade problems was a vivid demonstration of this need, he said. Both Secretary Hoover and Dr. Klein attributed American business prosperity to the intimate relationship existing among members of the same industry, as evidenced in the chemical industry, and asserted that there was nothing like it abroad. For that reason, Dr. Klein said, foreign business has imitated American methods but has failed to accomplish American results.

A. Cressy Morrison, of the Union Carbide & Carbon Co., New York City, chairman of the Commerce Department's chemical advisory committee, who presided at the conference, explained that its purpose was to discuss what the Department is doing and can do to promote business, and that the Department, so far as trade promotive work is concerned, has no regulatory power.

In this, Dr. Klein said, the Department is peculiarly fortunate because it inspires the confidence of American manufacturers and exporters in the Bureau's work, which is to enable them to collect at least one dividend on their income tax. Mr. Morrison's advice to the assembled representatives of the industry was to learn for themselves what the Bureau can do in telling them what, where, when and how their products can be sold.

Dr. Klein emphasized the importance of following up initial efforts in foreign trade promotion. He declared that many American manufacturers squander their good will abroad by failure to maintain contact with their agencies and by neglecting to give them the consideration which is their due. If foreign business is worth anything, and when business is depressed at home it is often the means of keeping out of the red, it should be given intelligent handling, he asserted. He ascribed the spread of foreign propaganda in this country that the United States cannot successfully conduct foreign trade and that its foreign trade promotive machinery is inadequate, to the detachment of the American executive at home.

C. C. Concannon, chief of the Chemical Division, stated that the Bureau of Foreign & Domestic Commerce is primarily interested in foreign trade but that it is now devoting considerable attention to domestic trade also. He

referred to the survey made of domestic distribution of paint and varnish and informed the conference that it should be followed by other surveys of a similar character in the chemical industry. The series of bulletins which are now being issued on the trade in prepared medicines in foreign countries were described by Mr. Concannon as typical of the Bureau's foreign trade promotive work and he said that similar information on toilet preparations, naval stores, paints and varnishes and other commodities would be given to the trade in the future.

The opportunities which await exploitation in foreign trade were graphically described by T. W. Delahanty, assistant chief of the Chemical division. Asserting that the potential export trade in chemicals embraces a market one-half as large again as the domestic market, he said that while exporting takes time to build, the competition frequently is no more serious than that encountered in the domestic field. He informed the conference that chemical exports account for 7 per cent of domestic production. With production having an aggregate value of $2\frac{1}{4}$ billion dollars, and exports valued at \$160,000,000 annually the United States today is the largest producer of chemicals in the world and the leading exporter. He said that the world's exports of toilet preparations have a value of \$50,000,000 and that 16 per cent of this total represents the present U. S. quota. In medicinals, the U. S. quota is 22 per cent of world exports valued at \$110,000,000. This country's exports of both toilet preparations and medicinals amount to six per cent of production, according to Mr. Delahanty.

The facilities of the Domestic Distribution Division of the Bureau for helping business in the solution of the problems of domestic trade were discussed by John Matthews, assistant director of the Bureau of Foreign & Domestic Commerce. The most important of the Division's activities, he told the conference, is a series of regional market analyses covering all commodities for the area outlined. Because of the errors inherent in using political subdivisions, such as the state or county, as the basis for marketing plans, studies also are being made by trade areas.

Behind the commodity divisions of the Bureau of Foreign & Domestic Commerce is the Regional Information Division which, Louis Domeratzky, the chief, explained, collects and compiles information on general tendencies in the trade of foreign countries, their financial condition, and political situation. In other words, he said, "we try to give our clients a statement about the general economic condition in any foreign country or dependency whenever such information is asked for to supplement the more specific commodity information obtained from a commodity division."

Other facilities and services of the Bureau were set before the conference by Henry Chalmers, chief of the Division of Foreign Tariffs; C. J. Junkin, chief of the Commercial Laws Division; A. S. Hillyer, chief of the Commercial Intelligence Division; Eric T. King, chief of the Specialties Division; Ray O. Hall, Finance & Investment Division; Norman F. Titus, chief of the Transporta-

tion Division; and E. Dana Durand, chief of the Division of Statistical Research.

Among those who attended the conference were the following connected with the soap and toilet preparations industry:

E. L. Allen, Mathieson Alkali Works, New York City; Howard M. Ambruster, New York City; J. F. Arthurs, Larkin Co., Inc., Buffalo, N. Y.; Frank A. Blair, Pres., The Proprietary Association, New York City; Prof. Marston T. Bogert, Columbia University, New York City; Dr. Alfred S. Burdick, Pres., Abbott Laboratories, North Chicago, Ill.; Eugene C. Brokmeyer, General Counsel, Barbers Supply Dealers Ass'n., Washington, D. C.; Dr. H. A. B. Dunning, Hynson, Westcott & Dunning, Baltimore, Md.; A. R. L. Dohme, Pres., Sharp & Dohme, Baltimore, Md.; Lamotte Dupont, E. I. DuPont de Nemours Co., Wilmington, Del.; B. W. Doyle, Dupont Viscoid Co., Leominster, Mass.; Carson P. Frailey, American Drug Mfrs. Ass'n., Washington, D. C.; Wm. H. Gesell, Lehn & Fink Products Co., Bloomfield, N. J.; Dr. Glassford, McCormick & Co., Baltimore, Md.; F. J. Goodfellow, Secty-Treas., National Wood Chemical Ass'n., Bradford, Pa.; R. E. Gage, Mathieson Alkali Works, New York City; Charles L. Huisking, New York City; W. F. Harrington, E. I. DuPont Co., Philadelphia, Pa.; Dr. Charles H. Herty, New York City; E. F. Kemp, General Representative, Proprietary Ass'n., Washington, D. C.; J. Warren Kinsman, DuPont Co., Wilmington, Del.; Charles J. Lynn, General Manager, Eli Lilly & Co., Indianapolis, Ind.; F. J. McDonough, Pres., New York Quinine & Chemical Works, Brooklyn, N. Y.; C. P. McCormick, McCormick & Co., Baltimore, Md.; James P. McGovern, Attorney, Industrial Alcohol Co., Washington, D. C.; Dr. Lewis H. Marks, Secty., Industrial Alcohol Mfrs. Ass'n., New York; Carl S. Miner, The Miner Laboratories, Chicago, Ill.; Simon S. Neuman, Publicker Commercial Alcohol Co., Philadelphia, Pa.; F. W. Nitardy, General Supt., E. R. Squibb & Sons, New York City; Victor O'Shaughnessy, Rossville Chemical Co., Lawrenceburg, Ind.; Charles L. Parsons, Secty., American Chemical Society, Washington; S. B. Penick, S. B. Penick & Co., New York City; Edgar M. Queeny, Vice-Pres., Monsanto Chemical Works, St. Louis, Mo.; John F. Queeny, Monsanto Chemical Works, St. Louis, Mo.; H. S. Richardson, Pres., Vick Chemical Co., Greensboro, N. C.; F. W. Russe, Mallinckrodt Chemical Works, St. Louis, Mo.; Herbert E. Robbins, New York City; R. W. Showalter, Eli Lilly & Co., Indianapolis, Ind.

CANADIAN PRODUCTION GROWING

According to a statement just issued by the Dominion Bureau of Statistics at Ottawa, production in the soaps, washing compounds and toilet preparations industry in Canada amounted in value to \$17,388,506 in 1925, as compared with \$15,965,318 in 1924.

Statistics for this industry covered the operations of 88 different establishments which reported a combined working capital of nearly \$17,000,000 and gave employment to 2,050 persons throughout the year. Of the operating plants, 36 manufactured soaps of various kinds as the chief product, 21 produced washing compounds, and 31 were engaged in the preparation of perfumes, cosmetics and other toilet essentials.

Would Not Do Without It

(Maurice A. Edlis Co., Barbers' Supplies, Pittsburgh, Pa.)

We enjoy reading your wonderful magazine every month. It is the best we ever had and we would not do without it.

SWISS PERFUME TRADE*

Switzerland in 1925 imported about 250,000 kilos, valued at about 3,000,000 Swiss fr., of perfumery, of cosmetic products, and other preparations for hair, skin and toilet in general. In these imports France holds by far the first place.

Exports during the same period amounted to about 380,000 kilos having a value of 13,000,000 Swiss francs.

The import into Switzerland consists essentially of fine perfumery and more particularly of the more common articles. In reality the people of the little commonwealth use very little perfume. It is rather the traveling public that constitute the customers of the perfumers, and these demand principally French products, and especially well known brands.

The Swiss exports are destined very little for the countries of Europe and go principally across the seas. These exports consist in part of cheap perfumes destined for the natives of new countries, but also in part of synthetic products intended for the manufacture of perfumes. It is these synthetic products that explain the relatively high price of the exports.

In order to introduce perfumes in Switzerland it is then essential to have either a long established reputation or to cultivate the market by extended publicity.

The import duties at the Swiss frontier amount to 100 Swiss francs for articles of perfumery and cosmetics, also for synthetic perfumes packed in containers weighing more than one kilo. The rate of 100 francs is understood for 100 kilos of net weight with 30% more of tare additional obligatory.

Perfumes, cosmetics and synthetic perfumes in containers of less than one kilo pay 200 Swiss francs per 100 kilos with additional tare of 30%. To these duties is added the monopoly charge on all products containing alcohol which amounts to 1.80 Swiss francs per degree and per gross wt. The commercial usages in Switzerland are very nearly the same as those in France.

The better way of introducing an article in this country is to use a middleman. It is true that middlemen are difficult to find when it is a question of introducing a well known article of first quality. Cheap perfumes destined for export across seas should be offered directly to export houses. It is useless to add that the prices in this case should not have added to them any duties, merchandise being generally sent directly to the seaport or even to the country of destination.

*From *Mon. Off. Comm. et de L'Ind.* Vol. 44, No. 202.

FRENCH PERFUME DUTY

In accordance with the terms of article 55 of the French law of April 4, 1926, which has imposed an internal revenue tax upon articles of perfumery and toilet (exceptions being soaps valued at not more than 3 francs and tooth pastes), manufacturers and importers are exempted from the tax on the basis of prices correctly given for the sales which they make on these products in France.

This disposition called for a correlative exemption as regards the import tax.

It will be proper accordingly to exempt from this latter tax imported articles of perfumery and toilet, since they have imposed on them a new internal revenue tax.

Trades Watching Prohibition Legislation

Andrews's New Whiskey Plan Threatens His Other Dry Measures—Blair Reports Denatured Alcohol Increase of 42,500,000 Gallons

WASHINGTON, December 15.—Prospects for prohibition legislation at the present session of Congress have been complicated by the announcement of Assistant Secretary of the Treasury Andrews of a new measure which the Treasury Department desires to be added to those already pending. This measure provides for the organization of a private corporation which under the supervision of the government would take over all medicinal whiskey supplies and manufacture such amounts as are needed in the future to replenish present stocks.

The proposed corporation would resume the manufacture of medicinal whiskey at two distilleries, one for the manufacture of rye and the other for bourbon.

Assistant Secretary Andrews has consulted with representatives of various trade organizations and with dry forces and has found leaders in both groups cautious in committing themselves to the plan. Various legal questions have arisen which have led the trade interests to go slow in placing the full stamp of their approval upon the proposals.

Manufacturers of perfumery and other users of industrial alcohol who are not especially interested in the medicinal whiskey problem are watching the progress of this measure, chiefly with a view to ascertaining its possible effect on prohibition enforcement methods in general and particularly as to the establishment of precedents involving control of liquor which might have a bearing on future actions with respect to industrial alcohol.

Mellon Recommends Legislation

Secretary of the Treasury Mellon in his annual report to Congress recommended the enactment at this session of the medicinal spirits bill as well as other measures heretofore proposed by the Treasury.

"While Congress has enacted legislation aimed to strengthen the Coast Guard in the matter of both personnel and material, and has granted the required appropriations for the Prohibition Unit and the Customs Service, certain other measures which have been recommended by the Treasury and which are deemed equally essential to the enforcement of the national prohibition act have not yet been passed," says Secretary Mellon. "The most important of these measures is the proposed reorganization bill, providing independent bureau organizations respectively for the Prohibition Unit and the Customs Service.

"It is earnestly recommended that Congress, during the forthcoming session, be urged to give early consideration to this most essential reorganization bill, and to those other measures affecting the enforcement of the national prohibition act, which have already been discussed at length in committees or are otherwise advanced to the stage where their passage should be achieved without prolonged controversy.

"In the hope that these measures previously discussed in committee may meet with favorable action, the Treasury will, with one exception, propose to the coming session of

Congress no new legislation affecting the enforcement of the prohibition act. The single exception noted is a measure designed to provide for such distribution of medicinal spirits as will enable the Treasury to prevent the diversion of such spirits to beverage purposes, and to furnish satisfactory means for replenishing the existing national supply of medicinal spirits which has been depleted to a point where replenishment within the next year appears to be a serious necessity."

The general view is that the latest bill announced by the Treasury presents so many controversial features as to make it extremely unlikely that it can be passed at this short session. It may lead, also, to so many complications as to endanger action on the other pending measures, including the Green-Smoot bill creating bureaus of prohibition and customs in the Treasury Department, and the Graham-Goff bills for the tightening of enforcement under the Volstead act.

Proposed Manufacture of Whiskey

Among the claims made for the plan by Assistant Secretary Andrews are these:

"The corporation would provide manufacture for replenishment and, under Governmental regulation, distribute medicinal spirits direct to the retail druggist by American Railways Express. This corporation would buy, for immediate delivery in bottles, labeled, sealed and cased, all the private-owned stocks; and six or eight distillery warehouses suitably located for efficient distribution.

"The purchase price paid by the corporation, and the sales price to the purchaser at the drug store, would be based on prevailing prices during the six months immediately preceding November 1, 1926.

"The method of financing the corporation is yet under discussion in an endeavor to accomplish the object without government financial support.

"The corporation would own all American brands of liquor, and their imitation can thus be made a serious crime with heavy penalties.

"This plan means very real economy in administration. The elimination of 30 out of 37 of the present concentration and storage warehouses, and being relieved from the present necessity for the complicated and difficult supervision in our efforts to stop diversions will mean a direct saving of about \$500,000 a year and, as nearly as can be estimated, the indirect saving of another \$500,000 a year.

"It does at last what is so often said should have been done at the passage of the Act—it in effect is equivalent to the purchase of all the present supply from the owners, and thus relieves this legally invested capital from the pressure of trying to become liquid in the very limited market of medicinal use."

Bill for a Federal Alcohol Board

A bill creating a federal alcohol liquor board in the Department of Agriculture has been introduced in the house by Representative Loring M. Black, Jr., of New York,

Democrat. The avowed purpose is for farm relief and prohibition enforcement. It is specified that the board would license farm organizations to sell beer and wine not intoxicating in fact and also to make and sell medicinal and sacramental liquors and industrial alcohol. The revenue would be used in farm relief measures by the Secretary of Agriculture. The bill is regarded as a measure emanating from the wet camp and is not expected to receive serious consideration.

Internal Revenue Report on Alcohol

Commissioner Blair in his annual report in referring to the work of the Prohibition Unit of the Internal Revenue Bureau makes the following comment with regard to the industrial alcohol and chemical division:

"The work of the industrial alcohol and chemical division has changed somewhat during the past fiscal year, due to decentralization. The division now conducts the chemical work of the Bureau of Internal Revenue in Washington and supervises generally the activities of the chemical laboratories in the field. It also has supervision of work relating to the provisions of Title III of the national prohibition act and Regulations 61, and conducts work relating to the permissive use of intoxicating liquors under Title II of the national prohibition act.

"During the year new laboratories were established at Charlotte, N. C., Pittsburgh, Pa., Los Angeles, Calif., New Orleans, La., Fort Worth, Tex., and Seattle, Wash. A chemist in charge also was stationed at Omaha, the use of a portion of the laboratory at Fort Omaha having been placed at the disposal of the Prohibition Unit by the commanding officer.

"These additional laboratories were established at various divisional headquarters in order to expedite and facilitate the local enforcement work, and thus strengthen the reorganization plans which contemplated more effective local enforcement. A part of the personnel in the laboratories previously established was moved to the new laboratories, and six new chemists were appointed.

"The work of the field laboratories has increased both in number of samples and in varied character of samples. All private formulae are examined and passed upon in Washington, but the field laboratories have been doing an increased amount of check work for the benefit of the various district inspectors. This check analysis work to determine whether permitted products conform to the approved formulae enables the field laboratories to furnish testimony in permit-revocation proceedings, and thus partly relieves the Washington laboratory of that phase of the work.

Alcohol Withdrawal Statistics

"The number of permits issued for the withdrawal of tax-free alcohol under Title III of the national prohibition act is less than the number issued during the fiscal year ended June 30, 1925, 5,082 having been issued in the fiscal year 1925, and 4,623 in the fiscal year 1926. There were also issued 11 permits covering tax-free withdrawals of spirits other than alcohol by the United States under section 3464, Revised Statutes.

"*Distilled spirits.*—During the fiscal year ended June 30, 1926, there were produced 202,271,670.32 proof gallons of alcohol, an increase of 36,106,152.51 proof gallons compared with the quantity produced during the preceding fiscal year.

"There were withdrawn from warehouse on payment of tax 8,800,775.13 proof gallons of alcohol, an increase of 253,256.88 proof gallons compared with the quantity with-

drawn tax paid during the preceding year, and there were withdrawn for tax-free purposes, including withdrawals for denaturation, for export, and for use of the United States, hospitals, laboratories, colleges, and other educational institutions, a total of 192,974,114.15 proof gallons of alcohol, an increase of 45,244,663.36 proof gallons compared with the quantity withdrawn tax free during the preceding year.

"There were withdrawn, tax paid, from distillery, general, and special bonded warehouses, 1,948,203.7 taxable gallons of distilled spirits (including brandy) other than alcohol, a decrease of 22,740.5 gallons compared with the quantity withdrawn tax paid during the preceding year.

"*Cereal beverages.*—During the fiscal year ended June 30, 1926, there were 353 dealcoholizing plants in operation compared with 374 such plants in operation during the preceding year. There were 150,522,077 gallons of cereal beverages produced during the past year, a decrease of 8,154,340 gallons over the quantity produced during the preceding year.

"*Denatured alcohol.*—During the fiscal year 1926 there were withdrawn from bond, free of tax, for denaturation, 191,670,107.2 proof gallons of alcohol, and rum, against 148,970,220.9 proof gallons withdrawn for this purpose during the previous year.

"There were 105,375,886.23 wine gallons of denatured alcohol produced during the present fiscal year, of which 65,881,442.43 wine gallons were completely denatured and 39,494,443.80 wine gallons were specially denatured, compared with 81,808,273.16 wine gallons of denatured alcohol produced during the previous fiscal year, of which 46,983,969.88 wine gallons were completely denatured and 34,824,303.28 wine gallons were specially denatured.

"The increase in the quantities of both completely and specially denatured alcohol produced during the year is attributable to the constantly increasing use of completely denatured alcohol for general purposes, such as for fuel, light, and power, and to the use of specially denatured alcohol in the manufacture of new products and articles."

Formula 3-A Is Banned for Liquid Soap

Prohibition authorities have announced a new restriction in the use of formula 3-A Specially Denatured Alcohol. This formula may no longer be withdrawn for use in the manufacture of varnishes, lacquers, stains, polishes, disinfectants, and liquid soaps other than toilet soaps. No new basic permits for the use of specially denatured alcohol Formula 3-A in the manufacture of these products will be granted. Specially Denatured Alcohol Formula No. 1 may be approved by the administrators for use in any of these articles for which Specially Denatured Alcohol Formula 3-A has been heretofore approved."

FINDS ROYAL SOAP IS NOT MEDICATED

A cease and desist order directed against F. Burkhalter, doing business under the name of Royal Soap Company, Kansas City, Mo., has been issued by the Federal Trade Commission.

The order directs the discontinuance of the practice of selling and advertising ordinary toilet soap containing no medicaments as "Royal Medicated Cuticle Doctor Soap."

The findings conclude that the soap contained no medicated ingredients and that the use of the name "Royal Medicated Cuticle Doctor Soap" in advertising, in representations to the dealer, on the wrapper of the soap and stamped in the cake, caused many of the trade and public to purchase respondent's soap in the belief that it possessed curative qualities.

Fatty Oils as Alcohol Substitutes*

by H. A. Schuette and B. P. Domogalla,

University of Wisconsin,

Madison, Wis.

New problems in the manufacture and sale of flavoring extracts have arisen since the adoption of the Eighteenth Amendment. This is particularly true of the citrus extracts,¹ orange and lemon, which are alcoholic solutions of the essential oil in question. While it is probably true that a proper construction of the enforcement acts of all but possibly a few states places no prohibition upon the sale for legitimate purposes of flavoring extracts made with alcohol, yet manufacturers have appreciated the wisdom of making a search for a solvent which will satisfactorily replace ethyl alcohol. And then, too, such an investigation has its interest from the academic side.

The various factors which determine the value of a solvent for the industry have been discussed at length by De Groot² and by Mass.³ Briefly summarized such a solvent must be odorless, tasteless, colorless, harmless, and entirely acceptable from a bromatological standpoint; and must possess in addition those properties by virtue of which a flavoring extract may be prepared which is brilliant in appearance, is freely miscible in all proportions with water or syrup, diffuses readily through the food, possesses body and strength, has stability until entirely consumed and a permanence at oven temperatures without undue loss of flavor or transformation foreign to its original character, shows no tendency to become rancid with age, and is not appreciably affected by ordinary changes in temperature.

For the accomplishment of these ends there have been suggested the acetic acid esters of glycerol⁴; the higher alcohols and more particularly the isopropyl form⁵, glycols⁶, of which the ethylene and propylene types are representatives; esters of ethyl alcohol⁷; and the edible fatty oils⁸. The essential oils have also been emulsified⁹ with a gum, such as arabic or tragacanth, and the emulsion in turn diluted with a syrup.

Mon— or diacetyl have but a limited solvent action¹⁰, if any at all, upon orange or lemon oils and triacetin falls into a class with the fatty oils. The higher aliphatic alcohols, with the possible exception of isopropanol, are unsuitable on account of toxicity or taste. Besides which, more information must be gathered with respect to the physiological action and toxicity of isopropanol before it may be used as a solvent for essential oils which are intended for alimentary purposes¹¹. The esters of ethyl alcohol possess characteristic odors which mask that of the essential oil. Emulsified

essential oils offer a partial solution of the problem, but their tendency to separation and decomposition makes their use an economic loss. The fatty oils as a class are solvents for the citrus oils to the extent at least in the concentration in which the latter are used in alcoholic solution. In this instance the solvent or vehicle, which is neither odorless nor tasteless, has a recognized food value. However, the odor or taste of a prime fatty oil is hardly such as to condemn a flavor for that purpose. Vegetable and animal oils so employed in time become rancid with age, concerning which quantitative data will be submitted. The field of usefulness of such mixture is a restricted one, the only place where they find applications being in the baking industry.

Statement of Problem

To study the effect of solvent upon the rotation of lemon and orange oil solutions when fatty oils replace ethyl alcohol; to investigate over a long period of time the desirability of using such solutions as food flavors from the standpoint of stability since the use of alcohol the preservative has been dispensed with; and to note what effect, if any, age has upon the analytical constants originally determined is the three-fold object which prompted the investigation, the results of which are herein summarized.

Materials

1. *Citrus Oils.* Eight samples each of lemon and orange oils of Californian and European origin were selected in the belief that such a number was a fairly representative one of the product from which commercial extracts are made. The lemon oils were found on analysis to contain from 4 to 6.25 per cent citral and to possess the following constants: $[d]_D^{20} +59.95$ to $+61.20$; n_D^{20} 1.4725 to 1.4744; and specific gravity 0.8543 to 0.9548 at $25^\circ/4^\circ$. Similarly for the orange oils $[d]_D^{20}$ varied between $+94.85$ and $+95.15$; n_D^{20} was 1.4710 to 1.4727; and the specific gravities ranged from 0.8432 to 0.8589 at $25^\circ/4^\circ$.

2. *Fatty Oils.* As solvents for the citrus oils in the preparation of the corresponding flavors there were used sweet almond, corn, cottonseed, neutral lard, olive, peanut, rape, sesame, and soya bean oils. All were "prime," that is of minimum acidity. A determination of their respective physical and chemical constants indicated that they conformed in name to that for which sold. The corn, olive, cottonseed, and peanut oils were obtained from grocers' stocks while pharmaceutical supply houses furnished the others.

The soya bean and rape oils were refined in the laboratory by a method of Fuscher described by Brant¹². Clear, light yellow, and practically odorless products were obtained by treating 500 gram portions of the oils twice with 10 grams of a mixture consisting of equal parts of 95 per cent ethyl alcohol and sulfuric acid. After standing 24 hours the oil was separated from the acid and the resulting deposit of impurities. Removal of the alcohol was followed by neutralization of the acid, and drying.

All oils were tested for optical activity. Only two of this

*Read before the Industrial and Sanitary Chemistry Group, Midwest Regional Meeting of the American Chemical Society, Madison, Wis., May 29, 1926.

¹ In this paper the word "extract" refers to the solution in ethyl alcohol of the essential oil, while for solutions of the latter in any other solvent the word "flavor" has been reserved.

² De Groot, *Am. Perfumer*, V. 15, p. 55 (1920).

³ Mass, *Tea & Coffee Trade J.*, V. 40, p. 484 (1920).

⁴ G. J. Esseln, Jr., U. S. Patent 1,378,099, June 5, 1921.

⁵ B. H. Smith and J. R. Eoff, Jr., U. S. Patent 1,384,680, July 12, 1921.

⁶ B. H. Smith and J. R. Eoff, Jr., U. S. Patent 1,384,681, July 12, 1921.

⁷ Paul, *J. Assoc. Official Agr. Chem.*, V. 4, p. 468 (1921).

⁸ Thurston, *Midland Druggist*, V. 53, p. 88 (1919).

⁹ Boyles, *Tea & Coffee Trade J.*, V. 45, p. 424 (1923).

¹⁰ The published literature on this subject, which is meagre, has been brought together by Grant [*J. Lab. Clin. Med.*, V. 8, p. 382 (1923).]

¹² Brant, "A Practical Treatise on Animal and Vegetable Oils," Baird & Co., Philadelphia, 1896, Vol. I, p. 480.

group gave positive results which is contrary to the reports of Peter¹² and of Rakusin¹³ who state that almond, cottonseed, peanut, and rape oils are optically active. When viewed in a saccharimeter 100 mm. tube the olive oil gave a rotation of $+0.65^\circ$ V. at 20° C. For the sesame oil under similar conditions a value of $+3.3^\circ$ V. was found.

3. *Citrus Flavors.* The conditions described by the definitions of lemon and orange extracts were simulated. Five per cent solutions by volume of the essential oil in the respective fatty oil were made. The variety of the former at hand and the number of different solvents selected as vehicles admitted of the preparation of 72 solutions of each essential oil, a number believed to be large enough to give representative average data.

None of such solutions possessed the marked odor of the particular essential oil used as do the time-honored extracts. This is, of course, to be expected in view of the differences

Baking tests were very favorable. Representative samples of both flavors were given to several experienced pastry cooks with the request that they use them in cakes of their own choosing but in the same amount as they would have used of a standard extract. The finished cakes were in most instances sampled by non-interested observers. The consensus of opinion was that these flavors, which had been prepared with a fatty oil base, were just as good, if not better, than the alcoholic extracts. Data of this kind are necessarily subject to the variations in the personal equation. They were collected under the widest latitude of conditions lacking means of exact measurement. Yet viewing these findings by and large it is interesting to observe that the reports on the distinctness of the flavor were rather uniform. Thurston¹⁴ had made a similar observation in that he stated that the fixed oils hold the aroma and flavor of the volatile oils much better than alcohol does, but that flavors of this type in com-

Table I. Polarization of Five Per Cent Solutions of Lemon and Orange Oils in Fatty Oils

Fatty oil solvent	Observed rotation 100 mm. 20° C. α_D	Calculated rotation one per cent solution α_D	Oil of lemon found per cent	Deviation from the theoretical oil content	Observed rotation 100 mm. 20° C. α_D	Calculated rotation one per cent solution α_D	Oil of orange found per cent	Deviation from the theoretical oil content
Almond	8.44	1.688	4.96	- 0.04	13.70	2.740	5.07	+0.07
Corn	8.26	1.652	4.86	- 0.14	13.40	2.680	4.96	-0.04
Cottonseed	8.46	1.692	4.97	- 0.03	13.60	2.720	5.03	+0.03
Lard Oil	8.42	1.684	4.95	- 0.05	13.48	2.696	4.99	-0.01
Olive	8.07	1.614	4.75	- 0.25	13.04	2.608	4.83	-0.17
Peanut	8.47	1.694	4.98	- 0.02	13.69	2.738	5.07	+0.07
Rape	8.54	1.708	5.02	+ 0.02	13.70	2.740	5.07	+0.07
Sesame	8.56	1.712	5.03	+ 0.03	13.55	2.710	5.02	+0.02
Soya bean	8.58	1.716	5.04	+ 0.04	13.71	2.741	5.08	+0.08

Ave. 1.7 Mean deviation + 0.07

Ave. 2.7 Mean deviation +0.05

in vapor pressures of the solvents. Differences in viscosity contributed to the lack of brilliancy of the "flavors" in contrast to that of the extracts.

The effect of temperature changes upon these fatty oil solutions of the citrus oils was observed under conditions which it is reasonable to assume would obtain in actual practice. To that end samples in the conventional two-ounce panel bottles of the trade were kept under thermostatically controlled conditions for 10 hours at 0° C., then for 24 hours at 15.5° C., and finally for a like period at 25° C. The peanut oil and lard oil solutions alone of the series studied responded to temperature changes. At 0° C., the peanut oil solutions partially solidified with a separation of glycerides, whereas the effect upon the lard oil solutions was complete. At 15.5° C., all solutions remained clear except against those containing lard oil which now had only partially solidified, a condition which did not prevail in the latter at 25° C. point.

parison to the alcoholic extracts do not have an odor proportionate to their strength.

Experimental Procedure

The analyst is indebted to Mitchell¹⁵ for his systematic study of lemon extracts and the method for determining oil of lemon. He observed that a one-per cent solution of oil of lemon in ethyl alcohol produced a rotation of 3.4° V. at 20° C. when viewed through a column 200 mm. long. Under similar conditions oil of orange gives a reading of 5.3° V. Subsequent investigation has indicated that results will be obtained which are in closer agreement with theory if these factors are reduced to 3.2 and 5.2 respectively¹⁶.

Any attempt at the application of Mitchell's polariscopic method to the assay of fatty oil solutions of the citrus oils must take into account the optical activity of solvents of this type.

¹⁴ Thurston, *Am. Perfumer*, V. 14, p. 46 (1919).

¹⁵ Mitchell, *J. Am. Chem. Soc.*, 21, 1132 (1899).

¹⁶ A. O. A. C., "Methods of Analysis," Washington, D. C., 1925, 2 ed., p. 352.

¹² Peter, *Chem. Ztg.*, V. 11, Rep. 267 (1887).
¹³ Rakusin, *J. Russ. Phys. Chem. Soc.*, V. 37, p. 442; *Chem. Zentr.*, V. 76 II, p. 523 (1905).

(Continued on Page 550)

The "Delicate Operation" of Selling Goods

Some Salesmanship Methods Which

Bungle the Operation Badly

By Leroy Fairman

New York Advertising and Merchandising Expert

In *The American Mercury* for December, Mr. Wm. Weimar relates some amusing adventures in salesmanship which at the same time teach a lesson in the gentle art of selling goods which every salesman, and every man who employs or directs salesmen, may well consider seriously.

Before beginning his career as a salesman, Mr. Weimar drank freely from the fount of wisdom which flows from the many books devoted to the psychology of modern salesmanship. Successful selling, he found, "is now become a mysterious business, comparable to lion-taming or self-induced catalepsy. The 'Prospect,' the buyer, is viewed no longer merely as a man with whom business may conceivably be done; he is instead treated as a laboratory animal on which an operation—and a peculiarly delicate operation—is to be performed. . . . Trickery therefore becomes necessary; the beast must be lured to its doom; and psychology, by the unanimous vote of scientists, is the bait."

Fortified by a thorough knowledge of these psychological mysteries, and familiar with every phase of the "delicate operation," from "Approach" to "close," the salesman went forth to sell. Strange to say, he had ill luck; the magic formulæ failed to work; orders were few and small.

At this critical juncture in his affairs, Mr. Wiemar went one day to call on a Long Island City prospect—a German merchant who had thus far withstood every effort to lure him into the fold, and who seemed a hopeless prospect indeed.

"No," the story goes on, "he was positively not in the market. No! but my name interested him. I had come perhaps out of Thuringia? Not so far as I knew. Nuremberg was most often spoken of at home. Nuremberg! Der hell you say! . . . Old post cards came from dusty pigeon-holes. Fleischburcke zu Nurnberg, Frauentor zu Nurnberg, Am Tiergartnertor zu Nurnberg."

And so through the entire afternoon the floor of sentimental reminiscence went on; and at 5:30 the greatly bewildered salesman found himself on the way home with an order, practically thrown in his lap, on which his commission was \$156.11!

Food for Thought

Here was food for thought indeed! Mr. Wiemar perceived, he says, "that, other things being by no means equal, orders went to the fellow who could most persuasively share with the buyer a compelling interest in horseshoe pitching, zoö-morphism or the breeding of Lady Amherst pheasants. Business then, like all life, swarmed with desires for refuge, for a little glitter to relieve the dreadful monotony of the drudge. . . . That night I burned the gospels, and thereafter harried the metropolitan trade with heartening results."

Having hastily skimmed through only a few of the 300 and more books which have been published on the subject of salesmanship, I may be wrong in stating that in some instances they dwell favorably upon the method which Mr. Weimar found so effectual, but I think some of them do. It is true, at any rate, that many good salesmen have found that the sure path to the buyer's interest and regard is by

way of that individual's pet hobby, or fad, or sport. Sooner than anything else a mutual interest in such matters, entirely outside the realm of business, establishes those cordial and friendly relations upon which so much buying and selling depend.

Salesmen, broadly speaking, are of three classes. One class is psychological in method, following the teachings of the "gospels" which Mr. Weimar found so misleading a guide. The second class is of the human phonograph type, glibly reciting a stereotyped tale of the transcendent merits of their goods. The other is the hammer and tongs, do or die fellow, who fixes his victim with a glittering eye, and pounds away mercilessly until he gets an order or is thrown out. If you send out salesmen to represent you and your goods, it might be well to consider which class they belong to—and whether either class is really any good.

They all do business, of course. Any industrious man who makes a certain number of calls a day and displays his wares and says his say will get some orders. But that doesn't make a man a salesman, by any means.

In my own work, I see, on an average, three or four salesmen a day. These are supposed to be exceptionally good salesmen; they represent prominent magazines and newspapers, and have white space to sell. Their field is highly competitive, and their job a difficult one.

The Varying Types

Most of them fall into the three classes mentioned above. The psychological boys amuse me most. They are so beautifully systematized; they are so mechanically correct in every detail of their work, from the cordial handclasp to the graceful getaway. The human phonographs are not so amusing; they tell their story well; but I have the feeling all the time that it's the same story they tell a dozen times a day, without variation of a single syllable. This would be an interesting performance if the performer were a parrot, for a parrot is only a bird; but coming from a human being it is pretty dry, monotonous stuff. The third class—the hammer and tongs boys—antagonize me so thoroughly that I chase them out as soon as I can. They sell—some of them, I believe, are quite successful—but how they get away with it I can't understand. It is but fair to say that I encounter but few of this class.

There is one thing, though, that nearly all these salesmen have in common; one fault in which they all share. They are all thinking of selling their own goods, and not of helping me solve my problems. It is only when I start an argument with them; only when I dispute the claim that the space they have to sell would be useful to us, that they give me any facts which are of real interest and usefulness. Now, I don't want to start an argument with anybody; I don't want to engage in a long conversation with a salesman in order to draw out the points about his wares which I ought to know, or discover in what manner those wares will help us and help our clients. I desire to be told that—and nothing else interests me in the slightest!

There is the point—there is the gist of the whole matter: nothing interests me except my own affairs, and those of the people for whom I work. And this is true of the man on whom your salesman calls—nothing interests him except his own affairs, and what does your salesman know or care about them?

Upon your answer to that question largely depends the efficiency of your sales staff.

Some manufacturers have reduced this interest in customers, and knowledge of customers' affairs, to an almost exact science in their establishments it is a part of every salesman's job to collect all the information he can passibly get concerning the merchants upon whom he calls—not only facts as regards their business, but about their personal and family matters. This information is not only used by the salesman himself, but is sent in to the home office, where it is kept on file. Then, in case any customer comes to the big city and takes advantage of the standing invitation to call and see the plant and meet the officers of the company, his card is taken out of the files and quietly slipped into the hands of the manager, the president, or whoever the customer is turned over to. And, naturally, the customer is surprised and delighted to find that a great man in a great business organization knows that he has just built a new store, or that his business has increased 50 per cent in the past two years, or that his daughter has recently married. What chance, do you think, has a competitor of prying away the trade of a merchant who finds that a big house he is doing business with is so intimately acquainted with, and takes such a deep interest in, his store, his business and his family affairs?

Must Know His Goods

The salesman should not only know his customer, but he should know his own goods. You may say that your salesmen thoroughly know your line, but just how much do you mean by that? Knowing the goods means something more than an ability to rattle off a story of their construction, their characteristics, their superior merits. It means knowing their exact suitability to the needs of the customer—and many other things.

An old friend of mine, for years a salesman in the dry goods line, told me once of an experience he had when he first went on the road. He called upon a merchant up in New England who had a deserved reputation as a particularly hardboiled grouch, and sought to sell him a certain fabric. When he quoted the price the grouch replied, "Nothing doing; I've got a quotation here on my desk for those identical goods at two cents less a yard."

"Yes," replied the salesman, "but those goods are only 40 inches wide, and mine are 42." And then he went on to inform the merchant that, for the uses to which that fabric were put among his customers, the 42 inch goods were far more desirable and saleable than the 40.

After the grouchy one had signed on the dotted line he turned to my friend and asked, "How did you know that the goods I was talking about were only 40 inches wide?"

"Why," the young man replied, "it's my business to know!"

That was the idea. It was his business to know. It is every salesman's business to know—to be ready with the right answers to price or any other objection, and to be able to tell the prospect just why his goods are more saleable than his competitor's, and better adapted to the requirements of the trade in that particular town or section.

It needs no very keen analysis of selling to show that, as a rule, the mind of the salesman and the mind of his prospect are occupied with entirely different matters, and that they do not meet on a common ground. The salesman's head is full of his goods, of selling psychology, of his manager's instructions and admonitions, of his own necessities, of the quota he must make in order to beat the record of December a year ago. The prospect doesn't care two hoots about any of these things: he is thinking of his own store, his own customers—what he can sell, how much of it, and at what profit.

The Buyer's Viewpoint

He may know from his experience that a certain item the salesman carries will sell well and make money for him; hence he buys it. The salesman hasn't sold him; he has sold himself. The salesman may show him a new piece of goods which he recognizes instantly as something that will sell readily to a certain class of people in his community. He buys that: the salesman may think he has sold him; as a matter of fact he has sold himself.

Manifestly, the great need is a common ground, upon which the minds of the salesman and his prospect can meet. That common ground isn't in your factory, in your goods, nor in the ordinary salesman's patter. It's in the interests, needs and requirements of the customer.

To go back a moment to Mr. Weimar's story, it is apparent that he found a common ground in fields quite outside matters of business—in the hobbies, fancies and avocations of his prospects. His conclusion was that nearly all business men are so tired of the deadly grind of business that they welcome relief from its monotones, and extend the glad hand to the salesman who brings that relief.

Such methods of approach are all very well as a means of getting acquainted; of establishing friendly and confidential relations. But in the end, business goes to those who deserve it. In the end, every business man buys with an eye single to the best interests of his own business, and no salesman can permanently hold his trade unless he "delivers the goods." And delivering the goods means something more than supplying the dealer with worthy merchandise that he can sell at a profit; something more than prompt, fair and courteous service. It means a disinterested study of the retailer's local surroundings, his needs, his store and his methods, and an earnest effort to make him a better merchant, more useful to his community, and therefore more prosperous and successful.

PERFUMERY POPULAR AMONG LONDON SHOPLIFTERS

(Special Correspondence)

LONDON, December 10.—Freke Palmer, prosecuting counsel in a recent case of theft from Whiteley's department store, said the losses from the drug and perfumery departments of this store alone totalled over £250 (\$1,250) in the last six months.

The magistrate said the looting in the big London stores was monstrous and that one firm's losses were more than £2,000 (\$10,000) a year. Later Mr. Palmer told the magistrate one big firm had told him its losses were £8,000 (\$40,000) a year. Many London firms find their drug and toiletry departments most patronized by the shoplifters.

Perusal of the advertising pages is no less a real duty than scanning the text pages of this journal every month.

Finished Soap Perfumes

by W. A. Poucher, London

Author of

"Perfumes and Cosmetics"

Having experimented on the lines indicated in our last month's article, we have a relatively easier task to work out the individual soap perfumes from the more or less well-known constituents for each typical odor. It is necessary to bear in mind the difference which exists between the odor of, for example, a good jasmin or lilac perfume in a face powder and in a soap. The aim of the chemist in the former is to produce a good duplication of the flower odor, whereas in the latter he must, of necessity, be satisfied with a product which draws a little on the imagination. To reduce this to figures, the face powder odor would be 95 to 100 per cent accurate, whereas the soap odor would be 50 to 75 per cent. The reasons for this difference are twofold. In the first place the duplication of the flower odor in a compound depends very largely upon the quantity of natural flower absolute it contains, providing always the synthetics are blended in the correct manner and with due regard to proper selection.

Assuming that in a face powder one per cent of perfume is used costing six shillings an ounce—in a hundredweight this would mean a cost of approximately £5. Now a two-ounce box of face powder sells easily from 2s. 6d. to 3s. 6d. and shows a handsome profit, the perfume costing, in this case, under 2d. per box. If the same perfume were used in one hundredweight of soap, and a 3½ ounce tablet were sold for one shilling, the perfume would cost over 2d. per tablet, which would be too high. On account of cost therefore the same grade of perfume cannot be used in soap. In the second place the constituents of a face powder do not have the same effect upon a perfume as even a high grade soap. Mere traces of free alkali or free fat are prone to cause the decomposition of the constituents of the perfume with often a complete alteration in odor. In compounding any particular odor then, the chemist must have regard to these facts and must modify or substitute certain substances as required.

We will now examine in detail several of the more popular soap perfumes and endeavor to include enough suggestions to enable the experimenter to work out both first and second quality type of compounds to suit his own tastes.

ALMOND AND BUTTERMILK.—These two soaps are often synonymous; in some cases the former has a more pronounced almond odor than the latter. Benzaldehyde is, of course, an indispensable constituent, and it should be the aim of the chemist to obtain a bouquet effect. Even if this synthetic be added in such quantity only to the first or second quality basic compound so as to obtain the almond note, the effect will be good and pleasing. It is better, however, to first blend it with about one-third its volume of bromstyrol and twice its volume of cedarwood oil. If these substances are placed together and allowed to mature for one month before use a good deal of the harshness of the aldehyde will have disappeared. Then use one part of this mixture to three or four parts of one of the basic compounds according to quality.

BROWN WINDSOR.—This odor is so old-fashioned that it

may seem superfluous to mention it here. Nevertheless there are all sorts of brown windsors both good, bad and indifferent, and the perfume can be made a most refreshing one. The sales of soap having this odor are still enormous. Cassia oil is, as is well known, the foundation of the typical odor. It must be backed up with caraway oil and in the best quality soaps, with bay and cinnamon leaf oils. A little rosemary and thyme are favored by some together with also further additions of cedarwood. Blend together separately this compound, using three times as much cassia as caraway and an equal quantity of cinnamon leaf. Add the other oils to taste, producing a round bouquet. For use take one part of this compound to three or four parts of the bases according to quality.

CARNATION.—This soap is always at a disadvantage because the substances which must be used are apt to discolor the tablet and unless wrapped they become unsightly. Isoeugenol and amyl salicylate in equal volume are indispensable. Their odor is much improved by the addition of cananga oil, clove oil and small quantities of bromstyrol. Traces of isobutyl phenylacetate develop this odor very satisfactorily and additions of Peru balsam are desirable. This well blended compound may be used in the ratio of 1 to 2 or 3 as desired with either base according to quality.

COLOGNE.—Lemon oil or citral in combination with petit-grain oil or methyl anthranilate make an excellent foundation for this odor. The best modifiers are French thyme or rosemary oils. In very cheap soaps some manufacturers place a great deal of faith in the beta-naphthol ethers. They are extremely powerful synthetics and require to be used in moderation. When using the oils, blend the lemon and petit-grain in the ratio of 3 to 1 and when the synthetics the citral and methyl anthranilate in equal volume. After maturing the compound with the herb oils for a month, employ in equal proportions with the basic compounds according to price.

HELIOTROPE.—These soaps have to be colored a deep violet, otherwise they become mottled. The addition of heliotropin to either of the bases makes an excellent imitation of the flower odor. It may be improved, however, by adding one-tenth its weight of vanillin, anisic aldehyde and Peru balsam. Use two of this mixture to three of either quality base.

LAVENDER.—Spike oil is used in both the expensive and cheap soaps of this type. The *fleurs* on account of price, can be used only in the best. Rosemary and thyme oils are indispensable additions, to say nothing of bergamot in the first grade products and lemon in the cheap. Amyl salicylate is a good strengthener and terpinyl acetate owing to its lavender-like odor is also useful.

To develop the odor in the soap it is advisable to use either peppermint or eucalyptus oils in traces. Coumarin will give increased substance to the finished odor. Blend this compound separately and then use in equal volume with either base according to price.

LILAC.—Many firms rely upon terpineol alone for this odor, but such soaps require a big stretch of imagination to make the odor agree with that of the flower. Hydroxycitronellal has in fact an odor more closely allied to that of the lilac than has terpineol. It is expensive, but may be used in the best quality soaps. In the cheap ones the residues afford an excellent substitute. Cananga oil is absolutely necessary with either of these grades together with terpineol and bois de rose oil. Use equal volumes of each of these four ingredients and when blended use in equal proportion with either base—to price.

ROSE.—Algerian geranium oil, geraniol from palmarosa oil, bois de rose oil and phenyl ethyl alcohol in equal volume make an excellent rose compound. Geranyl acetate intensifies the flower fragrance, as also the formate. Rhodiny butyrate in traces will produce the illusion of the old cabbage rose. For the white rose, add a little patchouli (in addition to that in the best quality base) and benzyl acetate. Blend the oils for one month and then use in equal volume with the best quality base. For the second grade a mixture of diphenyl oxide and diphenyl methane may be added to an equal weight of the base. This, of course, makes a sharper odor, but if price will allow it, an addition of the first mentioned compound in replacement of part of the synthetics yields a much rounder finished bouquet.

VERBENA.—Lemongrass oil added to twice the volume of either of the bases makes an excellent verbena soap. A little coumarin in the best quality article is an improvement.

VIOLET.—The tendency in many violet soaps is an over abundance of violet ketone. From 15 to 20 per cent of this ketone in the finished compound is ample. Cananga and cedarwood oils together with traces of vetiver are imperative constituents while in the finest products some concrete orris is desirable. Heliotropin is also necessary in both grades of violet soap. Mix equal quantities of cananga oil and heliotropin and add four times the volume of each violet ketone and cedarwood oil. Traces of vetiver only are permissible otherwise its odor will come through that of the bouquet. Blend for one month and then use in equal volume with either base, according to price.

THE SYNTHESIS OF THYMOL

According to Bert and Dorier, in a paper read before the Académie des Sciences, thymol can be completely synthesized in the following manner. Isopropyl alcohol easily yields isopropyl bromide. This is condensed with benzene in the presence of aluminium chloride, with the formation of cumene. By treating the latter with formic aldehyde and dry hydrochloric acid gas in the presence of zinc chloride, cumyl chloride results, whose magnesium compound is hydrolyzed into paracymene. From this nitro-*p*-cymene is prepared, which is reduced in the usual manner to the corresponding amino-cymene. This, therefore, makes the paracymene synthesis of thymol complete. Whether any commercial success may be expected or not from this synthesis is at present unknown, according to the authors.

Perfumes Sprayed in South America

Perfume is considered essential to being well dressed in South America says a *United Press* despatch from Buenos Aires and perfume vendors put their products "on the air" in order to attract customers. In Rio de Janeiro perfume shops are equipped with an apparatus resembling an electric fan, which sends out a constant spray of perfume.

TOILET SECRETS OF HISTORIC BEAUTIES

(Special Correspondence)

LONDON, December 10. The preservation and enhancement of her skin-deep beauty has absorbed woman throughout the ages, and though man often feels disposed to point the finger of scorn at such feminine "weakness," she might well retort with a reminder that the use of cosmetics, unguents, and perfumes were far from uncommon among the men of bygone days. Otho is credited with having taken a whole wagon load of them on to the battlefield with him. A small vanity case would certainly have sufficed for a woman's needs.

The beauty bath of Mary, Queen of Scots, was wine, which the Earl of Shrewsbury, in whose charge she was, found so expensive that he applied to the Government for an increased allowance on her behalf.

The famous Ninon de l'Ecluse, a classic among the beauties of all ages, preserved her charms to the ripe age of seventy by using a cold cream to which roses and the juice of the homely house leek were added, while honey and milk figured largely among the ingredients of her bath.

To go much farther back, honey and narcissus bulbs formed the basis of a paste used by the Greek and Roman women to whiten their skins. We have it on the authority of Ovid, who gives the exact recipe. Possibly even "the face that launched a thousand ships" maintained its magic beauty by some such means.

Cream of cowslips, honey of roses, milk of almonds, and strawberry cosmetic are all mentioned in volumes centuries old—picturesquely-named preparations to enlist to one's aid in battling against the enemy, Time. All of them were popular with women in the Elizabethan era. To fight the wrinkle there is nothing more simple than this old English recipe: "Take barley water, strain it, and drop into it a few drops of Balm of Gilead. Shake the bottle for ten or twelve hours until the balsam is entirely incorporated in the water, which is known by its milky appearance. It should be used every day."

The care of the hair was, of course, a great feature in the past, just as now, and Mrs. Lyle in her new book, "The Magic of Herbs," divulges many interesting old secrets regarding the attention paid to woman's crowning glory throughout the ages. "Powder your head with powdered parsley seed three nights every year, and the hair will never fall off," was the advice offered, in the Middle Ages. Changing the color, too, seemed to present little difficulty even in the good old days. Yellow, red, or golden locks were obtainable by the use of most harmless sounding preparations. Grecian and Roman women used a mixture of quince juice and privet, for example, for dyeing their hair to the then fashionable flaxen hue.

The distillation of miraculous and magical perfumes and the brewing of love philtres with which to woo back the lover's fancy, should it show signs of wavering, are branches whose secrets have not survived to the present day.

Irish Lavender Oil

A sample of the mixed oil of Irish-Grown *Lavandula vera* vars. *Angustifolia* and *delphinensis* had the specific gravity 0.8970; ester value, 15.8; acid value, 0.9; *ad*—6.3; *nd* 1.4678. The characters compare favorably with those of English oil—J. Reilly, P. J. Drumm, and C. Boyle (*Econ. Proc. Royal Dublin Soc.*, 1926, 2, 273).

Trade Mark Decision Affects Agents

Control of Mark Rests with Foreign Maker

And Not With U. S. Representative

by Howard S. Neiman,

Contributing Editor on Patents and Trade Marks

The United States District Court for the Northern District of Ohio, Eastern Division, has rendered a decision in the matter of Societe Enfants Gombault et Cie. vs. The Lawrence-Williams Company which is of considerable importance to those who have the sole United States and Canada agencies for foreign manufacturers.

The facts in the case are as follows:—

The plaintiff, for a number of years, manufactured and sold in France a veterinary liniment carrying the words "Baume Caustique de J. E. Gombault, Ex-Veterinaire des Haras de France," an English translation of which is "Caustic Balsam of J. E. Gombault, Ex-Veterinary to the French Government Studs." The bottle in which the liniment was retailed bore on the cap the words "Baume Caustique" and the neck label the written signature of J. E. Gombault.

During the year 1879, plaintiff, through an agent A. B. Dingreville, endeavored to introduce and market its products in the United States and Canada and in 1880 Dingreville sold all of his stock and good will to a party by the name of M. J. Lawrence who immediately entered into a contract with the plaintiff whereby he became the sole agent of this product for the United States and Canada, it being agreed that all labels and circulars and advertisements would have to present the preparation under the names as above given.

It is evident that the contract with Lawrence, therefore, was made to continue the previous trade and preserve the good will established by Dingreville.

Later on, it was found that importers in the United States were purchasing the genuine article in the European markets, carrying the same label and importing them and selling them in the United States to the detriment of Lawrence. It was, therefore, agreed by the parties to this litigation that a second label differing somewhat from the original one should be adopted by the plaintiff and placed upon all packages of liniment shipped to the United States and sold to Lawrence and to no others. This was an attempt to differentiate plaintiff's products as sold by Lawrence from the same products purchased by other importers in the foreign markets and sold in this country under the original label.

The relationship between the parties continued until 1925 when it was cancelled and terminated by mutual consent.

The plaintiff claims the right to take over and continue in the United States and Canada the trade thus built up and to restrain defendant from marketing under said trademark or labels any product not made by the plaintiff. The defendant, however, claimed ownership of the trademarks and the right to market under the same a liniment called by the same name and having the same curative properties although made by others than the plaintiff and to restrain the plaintiff from using the trademarks in the United States and Canada.

Defendant further claims the sole right to the use of certain cartons which it employed upon plaintiff's products in the

United States and Canada which cartons were of defendant's origin and not used in other countries.

It is to be noted further that the second trademark originated during the agreement between plaintiff and defendant and it was registered in the United States Patent Office in 1905 by the defendant.

Digest of Decision

The following digest of the decision handed down in this case indicates the view of the court as to the relations existing between a foreign manufacturer and a domestic sole agent where the goods under consideration have been sold in this country prior to the making of the agency:—

"The first sale of and distribution in the United States, through an agent, of a product of a foreign owner was sufficient to give the latter the status of first appropriator of the trademark affixed thereto in such market, in spite of the fact that said owner subsequently gave to defendant the exclusive agency for the said goods in the United States.

"The relation created by the plaintiff, French owner of a trademark for a veterinary medicine, in granting by contract to defendant the exclusive sales rights in the United States of its said product was not one of pure agency, nor did it exclude the former from any interest in or title to the trademark under which the product had been sold in France.

"Defendant company, which from 1880 to 1925 held the exclusive agency in the United States for the sale of plaintiff's Caustic Balsam, sold under the latter's trademarks, trade name and labels, in putting on the market after the expiration of the agency contract, a similar preparation, although prepared under the same formula and possessing the same curative properties, was working a fraud not only on plaintiff but on the public, and was enjoined from further sale of said product under such name and trademarks.

"Although defendant as agent, through rights acquired under contract, probably had the right to register in the United States, plaintiff's trademarks, in order to protect the former's exclusive selling rights, such registration did not work estoppel as against plaintiff nor prove the latter's consent thereto in the absence of other evidence; nor was the use of the words 'U. S. Patent Office' in connection with the registration notice sufficient to support a finding of consent or estoppel.

"Where the rights of the parties in Canada are the same in the United States, and dependent on the same relations, the injunction should extend to the Canadian territory. The court, having jurisdiction of the parties, may pass a decree binding them everywhere.

"Defendant is entitled to an order restraining plaintiff from selling its product in the United States packed in cartons similar to those heretofore used by the defendant and containing a substantial reproduction of an advertising leaflet formerly used by defendant."

INDUSTRIAL ADVERTISERS ARE NOW SPENDING 3%

Most of the inquiries which have been made heretofore with reference to the percentage of gross sales allotted for advertising by companies selling to industry have indicated that the average appropriation is between 1½ and 2 per cent.

We have recently made a study of the advertising policies of a number of representative companies in this field, however, and has found that the average is now almost exactly 3 per cent.

About 70 companies participated in the study by supplying figures on the percentage representing their appropriations. The individual reports of course are confidential, but some interesting facts can be gleaned from a study of the averages.

The bulk of the replies came from general industrial advertisers, that is, companies which can and do sell to industry as a whole. These include manufacturers of products used in power, transmission, electrical, material-handling and similar industrial activities.

A smaller number of replies were received from manufacturers of special equipment, such as woodworking machines, machine tools, construction equipment, etc. The character of the list was such as to impress one with the fact that it is fairly representative of the industrial field.

There is a considerable variation in the percentages reported. The highest figure shown is 8 per cent, and the lowest is "less than 1 per cent." The popular range is from 3 to 5 per cent, though quite a number use 6 per cent as the advertising figure.

The explanation for most of the variation is fairly evident. It is found that in the large company, manufacturing a fairly staple product, where the possible volume of business is great, a small percentage of the total sales produces a sizable advertising appropriation. In total amount, the appropriations represented by these small percentages may rank higher than in other cases where the percentages are greater.

On the other hand, the manufacturer of an industrial specialty, such as a labor-saving, material-handling device, may find resistance great, and may need much educational work in order to break down resistance to the point where orders may be had without prohibitive sales expense. In a case of this kind an appropriation of 5 per cent or more of total sales is not unreasonable, and in fact is necessary in order to do the job. This is found to be true in the experience of many of those reporting.

Naturally, the company of this type, with a limited line of products and with strong sales resistance, may not have the volume of business comparable with that of the large manufacturer of staple raw materials or standard machinery, and hence, while his percentage is high, his total expenditure may not be especially great.

There is another factor which needs to be taken into account also. Industrial advertisers are learning that they cannot merely spend money for white space and be assured of a profit on the investment. They are trying to do a more truly scientific job of advertising.

That means that they must spend money for market research, and while this is primarily a sales expense, it may be charged in some cases to the advertising department, because the work is done there. Then the production of advertising copy is usually a greater expense than formerly. Advertisers are buying better art and better topography for use in the industrial publications, as even a casual inspection of these papers will indicate. And because of the necessity

NEW YORK BARS PARAPHENYLENE-DIAMIN AND ALL POISONOUS INGREDIENTS

The Board of Health of the City of New York has adopted an amendment to the Sanitary Code, specifically prohibiting the sale and distribution of hair dyes or other toilet preparations containing paraphenylene-diamin, lead or mercury or any other poisonous ingredient.

In a statement issued by the Board of Health, the following statements regarding the action appear:

"Paraphenylene-diamin, a coal tar derivative, is a poison and is most commonly used in the manufacture of hair dyes. Such hair dyes are a potential source of danger to the health of many persons. The attack by this poison is usually manifested, after the application of the hair dye, by itching, followed in turn by swelling and blistering of the skin, often resulting in a severe case of dermatitis.

"Statistics show that an average of one in three hundred persons using hair dyes is susceptible to such an attack.

"Mercury, an acknowledged poison, is used in many preparations, liniments, facial lotions and ointments; the latter especially are recommended as skin and freckle removers. It is the corrosive action of the mercury that causes the skin to peel off, making dermatitis the direct result of using the preparation containing mercury. It is also a cumulative poison and may cause salivation.

"Lead, also a poison, has been found to enter into the manufacture of face powders and hair dyes and is dangerous because of its cumulative action upon the skin, and the continued use of face powders and hair dyes containing lead often results in paralysis, palsy and intestinal disturbances.

The following is the official wording of the amended section of the Sanitary Code relating to this subject:

SECTION 128. Hair dyes and other toilet preparations containing paraphenylene-diamin, lead or mercury or any other poisonous ingredient; sale and distribution prohibited. No person shall sell, offer for sale, give away, deal in, or supply or have in his or her possession with intent to sell, offer for sale, give away, deal in, or supply, any hair dye or other toilet preparation intended for human use, which contains paraphenylene-diamin, lead or mercury in any form.

"No person shall sell, offer for sale, give away, deal in or supply or have in his or her possession with intent to sell, offer for sale, give away, deal in or supply any hair dye or other toilet preparation intended for human use which contains any poisonous ingredient other than paraphenylene-diamin, lead or mercury in any form."

of careful follow-up of advertising to get maximum returns, a larger amount is being spent as a rule for this form of activity than heretofore. The report of 3 per cent as an average for industrial advertising is therefore interesting in demonstrating that while it costs more to do the right kind of advertising job at present, manufacturers are finding that they can make their increased investment pay. For this reason they are willing to make the increased appropriation needed for the broader program that is now necessary in order to have the right kind of advertising effect.

One striking instance of this kind is that of a manufacturer of machinery, who makes a big line of industrial equipment used in many fields, and has been using as the correct percentage of sales an advertising appropriation of 1½ per cent. This year, because of the bigger plans of the advertising department, the amount was increased to 2 per cent.—*Class.*

Activities of Associations and Societies

Chicago Perfumery Soap and Extract Association Holds Banquet

The annual banquet of the Chicago Perfumery, Soap, and Extract Association not only upheld the traditions of the past, but set a new standard of enjoyment for future generations to think about. Four hundred members and their guests assembled in the ball room of the Edgewater Beach Hotel on the evening of December 9, and are still talking about it, as well they may.

Chairman A. G. Schneider, the Chicago representative of the Victor Chemical Works, and his banquet committee are students of psychology and gastronomy, as well as gentlemen. Psychology says, "To keep people happy, feed them," and in following this precept the committee selected a menu that was both appetizing and satisfying.

Good food is rendered sweeter and more stimulating when taken to the accompaniment of good music, so an eight-piece orchestra offered seasoning with each course, and played for the dancing which began after the dinner was over and lasted until midnight.

A splendid program of entertainment was provided for the guests during the dinner hour. Miss Blanche Bingham, niece of Mr. Frost, of the Luxtone Co., danced with such skill and grace as to be rewarded with long and enthusiastic applause. In addition, the College Four Quartette, singers and instrumentalists; Miss Olive O'Neil, "The Diminutive Galli Curci"; Miss Beatrice Gardell, danseuse, and Baker and Hathaway, dancing team, all clever and proficient artists, provided a program whose enjoyment was equalled by its diversity.

A high light of the evening was the presentation of a handsome Gladstone bag to Louis J. Freundt, of the American Can Co., the retiring president, in appreciation of his generous and constructive service to the association. That the association has prospered under Mr. Freundt's leadership was apparent in the good fellowship and camaraderie

prevailing among the members and their friends present.

The arrangement of so successful and enjoyable a banquet as this was a man-sized job in itself, but Mr. Schneider, always thoughtful of the comfort and happiness of the ladies, had provided a souvenir to increase still further the happy recollection of the evening by the fair ones. This souvenir consisted of a beautifully decorated box filled with highly prized toilet preparations—a box of feminine treasures to excite the envy of the most fastidious. This box was made possible by the generosity of the following concerns who gave of their best for its enrichment:

Gordon & Gordon, Franco-American, Luxor Ltd., Luxtone Co., James T. Kirk Soap Co., John Block Inc., C. W. Beggs & Sons Co., Marshall Field & Co., Delica Laboratories, Frank Z. Woods, Acme Puff Co., Rose Label Co., Helfrich Laboratories, Baldwin Perfume Co., Melba Mfg. Co., American Can Co., La Maire & Co., A. C. Drury & Co., Palmolive Co., all of Chicago. Outside firms contributing: La Creole Laboratories, Memphis, Tenn.; A. P. Babcock Co., New York; Harriet Hubbard Ayer, New York; E. W. Hoyt, New York; Boncilla Laboratories, Indianapolis; Jennings Mfg. Co., Grand Rapids; D. R. Bradley & Son, New York; Richard Hudnut, New York; Solon Palmer, New York; Mennen Co., Newark, N. J.; Cincinnati Soap Co., Cincinnati; Tin Decorating Co., Baltimore; Colgate & Co., New York; Morana Inc., New York; T. M. Sayman Mfg. Co., St. Louis.

Truly the banquet was a brilliant occasion and too much praise cannot be given to Mr. Schneider and his committee for the perfectness of their arrangements and the rare judgment they displayed.

W. J. Trevillian, of W. T. Rawleigh & Co., Freeport, Ill., was a guest at the dinner.

Tables were reserved by the following: H. J. Sweeney,



ANNUAL BANQUET OF CHICAGO PERFUMERY, SOAP AND EXTRACT ASSOCIATION, EDGEWATER BEACH HOTEL, DEC. 9, 1926

American Can Co., Armstrong Cork Co., Wm. Conant, A. C. Drury & Co., D. M. Clark, E. Grassie, Hazel-Atlas Glass Co., Illinois Glass Co., Innis, Speiden & Co., Walter H. Jelly, Givaudan-Delawanna Inc., Mallinckrodt Chemical Co., Clarence Morgan & Co., Neumann-Buslee & Wolfe, Inc., Orbis Products Trading Co., Rose Label & Box Co., Charles V. Sparhawk, C. A. Seguin, Tin Decorating Co., U. S. Independent Alcohol Co., Victor Chemical Works, Allen B. Wisley Co., Frank Z. Woods, D. A. Bennett, Luxtone Co., Owens Bottle Co., Armour & Co., George Lueders & Co.

MAKERS OF SYNTHETICS MEET

The sixth annual meeting of the Synthetic Organic Chemical Manufacturers' Association was held December 10 at the Hotel Commodore. Dr. James F. Norris, president of the American Chemical Society, was the principal speaker at the meeting. He addressed the association on the need for closer co-operation between the industry and various universities.

Dr. Charles H. Herty, retiring president, presided at the business meeting and acted as toastmaster at the luncheon. During the session Dr. Herty was elected an honorary member of the association.

August Merz, vice-president of Heller & Merz Co., New York City, was elected president, to succeed Dr. Herty who resigned November 1. Dr. F. P. Summers, of the Noil Color & Chemical Co., was elected treasurer, and Ralph E. Dorland, New York manager for the Dow Chemical Co., secretary.

The Fine Organic and Medicinal Chemical Section is represented on the Board of Governors by Mr. Dorland, A. S. Burdick, of Abbott Laboratories, and Dr. M. C. Whitaker, of the U. S. Industrial Chemical Co. The session attracted more than usual attention on account of the stand taken by the speakers in favor of the continuation of chemical warfare as a means of defense.

Nothing of particular interest to the perfume and toilet preparations industry was discussed at the meeting other than this interesting subject.

A. M. T. A. COMMITTEES MEET

Plans for the 1927 convention of the American Manufacturers of Toilet Articles are rapidly being brought into shape by the convention committee. The committee held a meeting on November 29, at which time arrangements for the convention were thoroughly discussed. Following up the suggestion which was made at the last convention of the association, that the 1927 meeting be held at Atlantic City rather than at New York, the committee went on record as unanimously recommending such a change in the usual procedure.

The report of this action of the convention committee was transmitted to the Executive Board of the association which met on November 30. After considering the result of a canvass of the members in which the vote was equally divided between New York and Atlantic City for holding the 1927 convention it was decided to send out a questionnaire transmitting the recommendation of the Convention Committee in favor of Atlantic City.

So far 108 members have responded, nearly half of the membership: For New York, 32; Atlantic City 76.

Of New York members 22 voted for New York and 40 voted for Atlantic City. Of out-of-town members 10 voted for New York and 36 for Atlantic City.

A meeting of the Special Tariff Committee of the association was held in New York on November 30. General discussion of the matter of undervaluation was the feature of the meeting, but no action was taken, there being no definite instances of undervaluation brought forward by any of the members of the committee. A discussion of foreign competition in this market in its many aspects followed the consideration of routine matters by the committee. Another meeting of this committee is planned for the near future.

The meeting of the Executive Board also considered other plans in connection with the 1927 convention of the association and recommended as subjects for discussion, "Problems of Making Bottles," by a bottle manufacturer; "Problems of Making Boxes," by a box manufacturer; "Corrugated Boxes," by a package man; and "Export Matters," by a representative of the Department of Commerce.

OUR EXPORTS AND IMPORTS ALMOST BALANCE

Exports of chemicals and allied products were 3 per cent greater in value in October, 1926, than in October, 1925, according to the monthly summary of the chemical division of the Bureau of Foreign and Domestic Commerce. The total in October, 1926, was \$15,375,000 as against \$14,894,000 in October, 1925. Imports in October, 1926, amounted to \$15,977,000 as against \$15,978,000 in October, 1925. Exports and imports almost balanced.

Incoming shipments of the group, soap and toilet preparations, were higher and outgoing shipments were lower the current October than a year ago. Exports of soap and toilet preparations amounting to \$1,380,000 in October, 1926, were 4 per cent below October, 1925, and imports of \$570,000 worth, less than one-half the exports, were 35 per cent above October, 1925.

Exports of perfumery and toilet preparations were still considerably in excess of the imports. Of the \$673,000 worth leaving the United States destined for foreign countries, the class, creams, rouges, and other cosmetics, amounting to \$163,000 (345,600 pounds), was the only one to show an improvement over October, 1925.

In contrast, the imports of the three classes included under the perfumery and toilet preparations group, all recorded in-

creases, receipts of perfumery and bay rum equaling \$279,000; of perfume materials, \$159,400; and of cosmetics and other toilet preparations, \$50,100.

Prices played an important part in the essential oil trade, with peppermint oil the conspicuous commodity, exports of which rose from 13,000 pounds to 16,000 pounds, while values declined from \$183,000 to \$107,000. The prices of the other essential oils were also lower; total exports of essential oils rose in quantities from 71,000 pounds to 333,000 pounds, while values dropped from \$258,000 to \$189,000.

Imports of essential oils were one-quarter less than those of the preceding October, and attained an aggregate value of \$454,000. Marked reductions were evident in receipts of geranium oil with \$47,000 (19,000 pounds); of otto of rose, \$17,000 (1,700 ounces); and of citronella and lemongrass oils, \$31,000 (69,000 pounds); while lemon oil, \$64,000 (31,000 pounds), and orange oil, \$38,400 (18,000 pounds) were higher.

There was much greater activity in the glycerine trade in both directions, with exports of \$33,000 (120,400 pounds), although the highest for the year, still unimportant in comparison with the imports of \$868,400 (4,474,000 pounds), which were also the peak of the year.

Perfume and Soap in Courts and Customs

CARON WINS FROM MAGNUM

A suit in equity which was brought by Caron Corp., New York City, against the Magnum Import Co. to prevent the latter from selling spurious perfume alleged to be Caron's has been won by the plaintiffs. The Narcisse trademark was not involved. The decision by Judge Thacher in the United States District Court for the Southern District of New York in which the facts are stated follows:

"The plaintiff has sought to sustain its bill solely on the ground that the products sold by defendant as Caron's Narcisse Noir is not the genuine Caron extract.

"A traveling salesman employed by the plaintiff testified that he had often found defendant's products on sale in his territory, had tested numerous samples of it by smelling the contents of the bottles, and that in no instance was the perfume Caron's Narcisse Noir, although it was so labeled. He preserved no samples and his testimony standing alone, would be entitled to little weight.

"It was also shown that samples of the defendant's product purchased in New York City not long before the trial were quite different in content from the genuine extract produced by the plaintiff. I am satisfied from the expert testimony that the differences were sufficiently important, if unexplained, to show substitution or adulteration.

"The testimony was not disputed although the samples were in evidence and there was ample opportunity for comparison by experts. Opposed to the case thus made by the plaintiff, there is a denial by an officer of the defendant that any product other than the plaintiff's genuine was ever sold as such. This denial was not supported by any satisfactory proof that the defendant had on hand sufficient quantities of the plaintiff's product to fulfill the orders upon which deliveries were made.

"In attempted explanation of the differences upon which the plaintiff relies, the defendant called an expert from whose testimony it is fairly to be inferred that many of these differences occur in different samples of the genuine product owing to variable causes inherent in its preparation, but the experts appeared to agree that the element of most importance as a basis of comparison is what they call the ester number.

"One expert witness said, 'Now if the ester number is .5107, .5360, .5320, .5330 and .530, I cannot find any difference. I am willing to stand on my testimony.' And when asked if the ester number could be significant as a test of genuineness, he said 'of the greatest potency. If we shall inquire into the purchase of volatile oils, volatile oils are purchased on ester number value—that is the market test—there is no doubt about that.' (Another expert witness testified that ester content was a very important factor.)

"Adopting this test, the proof of substitution or adulteration seems convincing because in Caron's product the ester number was shown to be .547 while in the defendant's it was only .419.

"I attach no significance to the comparison made by the defendant's experts between the genuine Caron's Narcisse Noir and perfumes sold by the defendant under this name during August of this year. At most, this evidence could show that some of the defendant's sales were of the genuine Caron's Narcisse Noir. There was no proof to show when the defendant's perfumes were delivered to the stores from

RESINAROME APPEAL HEARD

The United States Customs Court on December 7th heard the appeal of Ungerer & Co. from the decision of the United States Board of General Appraisers assessing resinarome oak moss at 40 cents per pound and 50% ad valorem under the third provision of paragraph 61, of the act of 1922, as a mixture or combination containing natural odoriferous or aromatic substances. Several witnesses were heard whose testimony bore on the character of the merchandise and its method of preparation and manufacture. The record of the original case was also introduced.

The government postponed the presentation of its case until December 10 and on that date rested on the previous record without adducing additional testimony. The Court ordered the presentation of briefs and reserved decision in the matter. Final determination of the classification of the article under the tariff law of 1922 now rests upon this decision which will probably not be handed down until the February term.

VICK CHEMICAL CO. GETS INJUNCTION

The United States Circuit Court of Appeals in New Orleans, has affirmed the decision of the District Court of Georgia in the case of the Vick Chemical Co., of Greensboro, N. C., vs. The Vick Medicine Co., of Albany, Ga.

The interesting point in the case is the fact that a man cannot use his own name in a corporation or as the name of an article if that name is selected to aid in competing with an established concern in a similar line of business and using the same name.

The evidence discloses that the Vick Chemical Co. had used the name "Vick" in styling its firm and products for a long period of years, and that the name "Vick" had been registered as a trade mark in the United States Patent Office. The Vick Medicine Co. was a Georgia corporation, formed by W. L. West and W. P. Vick for the purpose of the manufacture and sale of Vick's Grippe Remedy (liquid) and other remedies.

The court held that evidence "convincingly showed" that both trade and consumers were misled and there was "confusion in the public mind." The first hearing was in the District Court of Augusta, Georgia, before Judge William H. Barrett. The court granted an absolute interlocutory injunction. On appeal of The Vick Medicine Co., the Circuit Court of Appeals for the Fifth Circuit, sitting at New Orleans, heard the appeal and affirmed the lower court. The attorney for the litigants shortly after consented to a final decree by which the injunction was made permanent and the Vick Medicine Co. and its successors were forever enjoined from using in any manner, in connection with their business or advertising, the name "Vick" or "Vicks" whether accompanied by other words or initials or not.

This case is similar to a decision won by the Vick Chemical Co. in 1923 over W. S. Vick Chemical Co., of Knoxville, Tenn.

which they were repurchased for analyzing. It is hardly to be expected that such samples could have been procured from stores to which the defendant had delivered perfumes which were not genuine Caron's Narcisse Noir."

Grasse Report for December

From Our Own Correspondent

GRASSE, December 1.—Following is the report for December on floral products and essential oils:

Orange

Orange blossom products are becoming scarce because the stocks are being exhausted by the regular demands which are streaming in daily. No stocks are expected to be carried over into the next crop and it is even feared that stocks may become exhausted before the next crop is in.

Rose

Rose products, at least most of them, are unobtainable. Concrete and absolute are very scarce and the few holders of the few small lots available are setting them aside for their good customers.

No forecast can yet be made on the next crop; however growers fear that the rose bushes, which had started budding out during the month of October owing to the comparatively mild weather, may have had their tender sprouts frozen by the frosts that occurred late in November, a circumstance which might well influence the crop in the month of May.

Jasmin

Blossoming late in July and August having been unsatisfactory and clearly short, distillers and producers had decided to continue the gathering of the flower up to November 15 or 20, in an effort to make up, if the weather permitted, the shortage of the first month of the gathering season. The rains unfortunately interfered with the carrying into effect of these plans and the gathering had to be discontinued much before the date that had been set.

The 1926 crop has been, however, larger than the one of 1924, but it is none-the-less merely an average crop because the 1925 crop had been a very short one. The quantity of flowers gathered this year is below the figure that a bountiful crop might attain; it is just an average crop; fortunately the month of September proved this year more productive than in former years and served to offset the shortage experienced in the month of July and August. Had it not been for this circumstance, the crop this year would hardly have attained one half of a good average crop.

Jasmine products have already been sold to the extent of three-quarters of the available stock and the remaining stocks are not expected to carry us into the next crop, unless a sudden stagnation occurs.

Tuberose

As stated in our last report, the crop of tube roses has been clearly unsatisfactory. Within a few months this commodity will be entirely lacking, so extremely small are the stocks.

Cassie

After a very mild month of October, the month of November was characterized by a series of rains and storms which have played havoc in the mountainous or maritime regions. Cold winds raged during several weeks, causing extensive damages to the small blooms which were on the point of blossoming out. Except in territories shielded from

cold winds, plantations are expected to show a short blossoming.

Geranium

Prompted by the very remunerative prices prevailing in former years, growers had considerably increased their plantations, but the crop has none-the-less failed to prove larger, because the plants were attacked by a mysterious disease.

Foreign geranium oils have dropped somewhat, due probably to the slackness that has been prevailing during several months past. Particularly Algerian stocks are very small and the next crop will not come in until the month of May.

Lavender

Business in lavender oil is on the usual level but the market cannot be said to be very lively. A decline in the prices having taken place since a month, present prices are normal as far as the purchaser is concerned, because they hardly cover the cost of production and, in the case of many growers, present prices are below cost. There is no reason to expect lower prices, because distillers, knowing that next year the cost of labor will be as high as this year, are holding over their stocks of oil even if they are to do no distilling next season. Lavender oil is now quoted slightly over half the price of the bergamot oil. There is no valid reason why the latter should cost twice the price of the lavender.

Spike

The stocks of spike oil are very small and a considerable decline in the prices of this oil is not to be expected for the present, at least.

Spanish spike is decidedly on an upward trend owing to the last distilling season having given unfavorable results to the producers.

Mint

The decline has not yet been stayed. It is felt that stocks are large and the demand slight.

Rosemary

Stocks are very small. No decline is to be expected.

Thyme

Demand is small but the stocks are small too.

MADAGASCAR OIL OUTPUT

Madagascar is a producer and exporter of several essential oils, the principal oils being clove, cinnamon, ylang-ylang, and lemon grass. The following table lists the exports of these various oils during the last three years given in pounds:

	1923	1924	1925
Cinnamon	21,252	18,796	9,327
Citronella	4,552	1,250	2,789
Clove	38,116	56,145	63,422
Geranium	271	813	1,735
Lemongrass	21,682	29,130	26,087
Sweet Basil .....	.....	46	53
Ylang-ylang	24,361	29,048	28,241
Other oils	1,856	46	822
Total (pounds)	112,090	135,274	132,476



OFFICIAL REPORT OF FLAVORING EXTRACT MANUFACTURERS' ASSOCIATION

Since our November report D. T. Gunning, president; Thomas J. Hickey, general counsel; Richard H. Bond, first vice-president and chairman of the legislative committee, as well as the other officers and committees, have gone on steadily and effectively with the work of the Flavoring Extract Manufacturers' Association of the United States.

President Gunning and Executive Secretary Hickey have sent our Circulars 232, 233 and 234 this month.

No. 232 deals with the disposal of ginger stocks. It quotes the Director of Prohibition as ruling that double strength ginger can now be sold only under the restrictions applying to "other intoxicating liquor."

No. 233 warns members who have customers in Wisconsin that prosecution has begun against dealers in artificially colored vanilla compounds, the limit for disposing of stocks having expired October 1. The minimum fine for each sale is \$25 and immediate steps are advised to stop sales by jobbers and retailers, as they would expect to be reimbursed if fined.

No. 234 discusses the fact that the reduction in the alcohol tax January 1 means only a change in what is really a small factor in manufacturing costs.

SODA WATER FLAVORS MANUFACTURERS

Following the twenty-first annual meeting of the National Manufacturers of Soda Water Flavors, held in Buffalo and reported in our last issue, August Peter, the president, and Thomas J. Hickey, secretary and general counsel of the S. W. F. M., have proceeded to look out for the interests of the membership in various directions, with special reference to the reconvening of Congress and possible legislation in the States. Much activity is expected in this field, for forty legislatures will be in session during the new year.

Secretary Hickey has issued a bulletin to the members transmitting the minutes of the twenty-first annual convention. This bulletin discloses that the association discussed but took no action on the proposal to have a federal law enacted providing for the use only of U. S. certified food colors, the members being left free to act as their interests may dictate. It is understood by the members that the Bureau of Chemistry will not introduce a bill along this line, but is willing to support such a measure, if offered in Congress.

The Wisconsin color case, decided last spring by the highest state court, was declared to be very broad and sweeping, but so far the Wisconsin Food Department has not undertaken to apply its provisions to bottlers' flavors. The decision affected specifically an artificially colored compound vanilla flavoring for household use and the assumption is that it does not apply to bottlers' flavors.

COMPELLING THE USE OF CERTIFIED FOOD COLORS

Much interest has been manifested recently in food circles over a proposal to procure the enactment of an amendment to the Federal Food and Drugs Act making the use of certified colors compulsory in food products. Opinion seems to be divided regarding the advisability of such a law. Its friends, including those interested in the manufacture of certified colors, declare that such a law would place the business upon a higher ethical plane than at present and prove generally beneficial.

Opponents doubt the wisdom of making the use of certified colors obligatory and fear that the proposed law would give too much power to the Bureau of Chemistry at Washington in regulating the labeling and remarketing of color products, in addition to giving the bureau absolute power over all manufacturers and distributors of food colors, both certified and otherwise.

All of the States have recognized the right of food manufacturers to use certified coal tar colors to some extent, but Minnesota still bars them in some products, including household flavoring extracts. The present movement, however, is somewhat different, as it contemplates making the use of certified colors obligatory.

The Bureau of Chemistry at Washington now has control of the certification of the coal tar food colors, by virtue of regulations promulgated July 11, 1925, superseding the previous procedure, issued by the Secretary of Agriculture in Miscellaneous Circular No. 52.

LAST WARNING ON DOUBLE GINGER

The final word on double ginger has just been received from the Prohibition Unit through Thomas J. Hickey, counsel of two of our associations, regarding this troublesome trade factor pending action by Congress, which is not in known contemplation and is improbable.

Answering Mr. Hickey's letter of inquiry regarding the disposal of double strength tincture of ginger which remains on hand in the premises of several members of associations James E. Jones, Director of Prohibition, made this ruling:

"You are advised that this product under the present restrictions may only be sold pursuant to permit to purchase, Form 1410-A, for manufacturing purposes, in the same manner as any other intoxicating liquor. If the permittee who now possesses this particular product could use it in the manufacture of a product which is unfit for beverage purposes an application setting forth the formula of the proposed product would be given consideration by this office.

"In the event that neither of the above suggestions would be of any advantage to the party concerned, then the only remaining alternative would be to destroy the stock and make proper accounting to the Prohibition Administrator."

FATTY OILS AS ALCOHOL SUBSTITUTES

(Continued from page 538)

It is true that this property is not a prominent one of the fatty oils, yet some are known to possess it to a minor degree. However, it has a diagnostic value in that it admits of a division of the fatty oils into two groups¹⁷, viz: those whose optical activity is due to the presence of sterols, and in special cases to sesamin or certain aliphatic alcohols; and those, as for example the members of the castor oil and chaulmoogra groups, whose fatty acids themselves contain asymmetric carbon atoms. Bishop¹⁸, Peter¹⁹, Thoenner²⁰, Crossley and Le Sueur²¹, Utz²², Sprinkmeyer and Wagner²³, and Rakusin²⁴ have made valuable contributions in this direction and have brought together much of the literature on the subject.

The adoption *in toto* of Mitchell's method to the determination of the essential oil content of the flavor solutions in question was not feasible because of the color and opacity of the latter. This difficulty could only be overcome by the

out of keeping with the fact that several inherent variables must be considered in flavor solutions of this type. Such variables, controllable only to the extent that choice of solvent may be a personal one, are the natural variations in percentage composition of the essential oil of the fatty oil serving as solvent, and the nature of the latter itself. The small mean deviation for each flavor solution seems to justify the tentative acceptance of these factors. It may be also pertinent to note that these factors suffer no change if there be omitted from the above tabulations sweet almond, rape, and soya bean oils because they do not have the prominence in the American diet that the others have and therefore would probably find no place in a manufacturer's list of edible oil solvents.

Effect of Age Upon Stability

Whatever of value solutions of the citrus oils in fatty oils may possess as food flavors is second in importance from a commercial standpoint to their ability to preserve the prime condition which was theirs when made. Acidity

Table II. Effect of Age Upon the Acidity of Lemon and Orange Oils in Fatty Oil Solutions.

Flavor	Initial Acid Number	Percentage Increase in Acidity		
		5 Months	14 Months	54 Months
<u>Lemon Oil</u>				
Olive Oil	0.69	3.74	11.08	25.46
Corn Oil	.39	5.16	21.91	55.41
Peanut Oil	.43	2.60	8.39	23.31
Cottonseed Oil	.09	2.90	5.56	54.44
<u>Orange Oil</u>				
Olive Oil	0.97	2.76	9.19	19.52
Corn Oil	.31	6.23	24.92	64.59
Peanut Oil	.41	4.16	9.78	33.98
Cottonseed Oil	.08	9.08	19.75	97.53

use of a 100-mm. observation tube, the adoption of which became the standard procedure in this investigation.

The results obtained under these conditions are given in Table I. The observed readings are the averages of those of eight solutions of the essential oil in the fatty oil in question. They were corrected by a blank determination on the solvent, the assumption having been made that the effect of solvent upon the rotation is additive. The per cent by volume of the essential oil found on analysis is the quotient obtained by dividing the respective observed reading by the average rotation produced by a fatty oil containing in solution one per cent of the latter. For oil of lemon this factor is 1.7 (1.684 calculated); for oil of orange 2.7 (2.708 calculated).

No useful purpose obtains in attempting to express these factors in any manner except in one which, for all practical purposes, states the order of magnitude of that factor. The application of any factor whose value is expressed with such nicety as to demand the third decimal place seems quite

Table III. Effect of Age upon the Rotation of Lemon and Orange Oils in Fatty Oil Solutions.

Solvent	Lemon Oil		Orange Oil	
	Rotation at 20° C. Dg.	Essential Oil Content per cent	Rotation at 20° C. Dg.	Essential Oil Content per cent
<u>Olive Oil</u>				
Initial	8.07	4.75	13.04	4.83
after 54 mo.	7.75	4.56	12.20	4.53
<u>Corn Oil</u>				
Initial	8.26	4.86	13.40	4.96
after 54 mo.	7.80	4.58	12.00	4.44
<u>Peanut Oil</u>				
Initial	8.47	4.98	13.69	5.07
after 54 mo.	7.96	4.67	12.25	4.53
<u>Cottonseed Oil</u>				
Initial	8.46	4.97	13.60	5.03
after 54 mo.	8.05	4.73	12.40	4.58

is an index of such value not of itself alone but rather because of the concomitant changes which take place when it develops to the end that a condition arises which is known as rancidity. Rancid fatty oils have a pronounced "off" odor and taste which is penetrating and pervades other food materials into which they have been incorporated. Olfactory and organoleptic tests made of such flavors over a period of 54 months confirm the analytical data given in Table II. A liberal estimate in the light of these data places the shelf-life of such flavors at less than twelve months.

For the purpose of carrying out these tests composite samples of the flavors in corn, cottonseed, olive, and peanut oils were set aside on the laboratory shelf where they were fully exposed to the light and were subject to all temperature changes. At irregular intervals during the test period, acid numbers were determined by the method of the Association of Official Agricultural Chemists²⁵. Graphic representation of these data are given in Figures 1 and 2. (Page 552) The sharp upward trend of the curves is significant without further comment.

¹⁷ Lewkowitsch, "Chemical Technology and analysis of Oils, Fats and Waxes," Macmillan & Co., London, 1921, Vol. 1, 6 ed., p. 352.

¹⁸ Bishop, *J. Pharm. Chem.*, V. 16 [95], p. 300 (1887).

¹⁹ Thoenner, *J. Soc. Chem. Ind.* 14, 42 (1895).

²⁰ Crossley and Le Sueur, *ibid.*, 17, 992 (1898).

²¹ Utz, *Pharm. Ztg.*, 45, 490 (1900).

²² Sprinkmeyer and Wagner, *Zeit. Nahr. Genussm.* 10, 347 (1905).

²⁵ "Methods of Analysis," 1925, 2 ed., 293.

Effect of Age Upon Optical Activity

From the analytical side some interest attaches to the effect of time upon the rotation recorded when the solvent was fresh. A redetermination of the optical activity of samples of four solutions, part of which had served for the acidity studies, indicated an apparent loss of essential oil. The average indicated loss of lemon oil, using the factor 1.7, was 5 per cent; that of the orange oil, calculated with the factor 2.7, is 9 per cent. The causes for this loss are

appropriate factors for lemon and orange oils be 1.7 and 2.7, respectively, or at least values of that order of magnitude.

The use of a preservative (ethyl alcohol) having been dispensed with it became a matter of more than passing interest to determine the stability of such fatty oil solutions. Tests were made on flavors in which olive, corn, peanut, and cottonseed oils, respectively, were used as vehicles. Acid numbers of such solutions showed in fifty-four months an

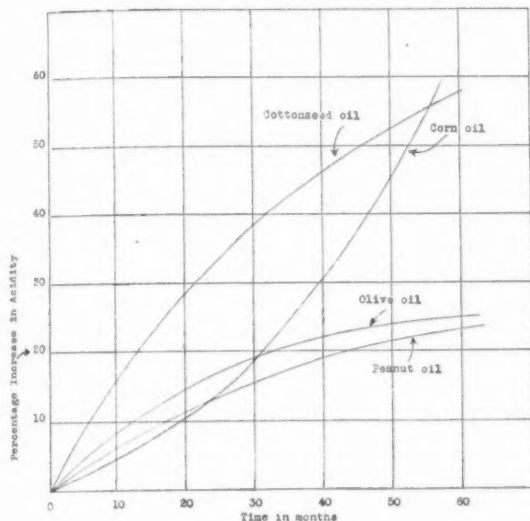


Fig. 1. Effect of Age upon the Acidity of Lemon Oil in Fatty Oil Solution

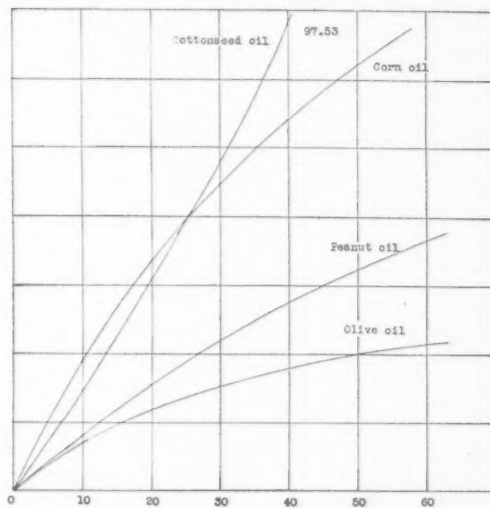


Fig. 2. Effect of Age upon the Acidity of Orange Oil in Fatty Oil Solution

somewhat speculative. The answer probably lies in the knowledge that chemical changes have taken place in the solvent with the result that the latter had become very rancid. It is believed that these are the contributing, if not the sole causes.

Data are given in Table III. Like those of the preceding table their value lies not in the sense that they are to be considered as absolute, but rather as indicative of an inevitable condition which will exist when fatty oils are to be used as substitutes for ethyl alcohol in this direction.

Summary

In a study of substitutes for ethyl alcohol in the preparation of orange and lemon flavors, there have been obtained data on the use of fatty oils which have considerable importance when viewed in the light of their analytical significance.

For the assay of such solutions with a saccharimeter it is recommended that a 100 mm. tube be used and that the ap-

increase which ranged from 25 to 55 per cent for the lemon flavors, and 19 to practically 100 per cent for the orange flavors. The development of rancidity had reached such a degree, and even after fourteen months, as to mitigate against the commercial use of such flavors, although reports on initial baking tests—the only field where such flavors appear to have any use—were on the whole satisfactory.

With age and increasing acidity there is a reduction in the optical rotation to the end that all such flavor solutions show a content of essential oil lower than when originally made.

Acknowledgment

Acknowledgment is made of the assistance given by Mrs. Otto Kern, Mrs. T. Conlin, Mrs. J. Gallagher, Mrs. R. B. Domogalla, and Mrs. A. Witt who submitted the citrus flavors to baking tests, and to the Exchange Lemon Products Co., and Exchange Orange Products Co., both of Corona, Calif., who donated their respective products for this investigation.

Coal Tar Food Dyes

CHEMISTRY AND ANALYSIS OF THE PERMITTED COAL-TAR FOOD DYES. JOSEPH A. AMBLER, W. F. CLARKE, O. L. EVENSON AND H. WALES. U. S. Dept. Agr., *Bull.* 1390, 1-39 (1926).—The chemical properties, purity specifications and methods of manufacture of 11 of the permitted coal-tar food colors are described, and revised methods given for their analysis.

Finding Volatile Oils in Spices

The determination of the content of volatile oils in spices. N. Schoorl. *Chem. Weekblad* 22, 381 (1925).—Steam distillation at a slightly elevated temperature (103.8°), with its consequent advantage of more rapid recovery of the oil to be distilled may readily be accomplished by adding an excess of NaCl to the mixture to be distilled and proceeding as usual with steam at 100°.

OUTLOOK FOR MEXICAN VANILLA BEANS

American Consul John Q. Wood, at Vera Cruz, under date of October 31 reports: "Indications are that the vanilla bean crop in Mexico will be one of the best in quality and much larger than has been harvested for a number of years. Estimates in trade circles are from 50 to 80 per cent more than the crop of 1925-26. There were shipped from the port of Vera Cruz to the United States during the quarter ended September 30, 1926, 65,573 pounds of vanilla beans valued at \$221,324 compared with 89,636 pounds valued at \$610,851 during the corresponding period of 1925.

"Prices are low, \$4 per pound for the whole beans and \$3 for cuts in the vanilla district, and no sales.

"The beans are late in ripening and cutting will not commence until about December. Due to the low prices and increase in labor costs it is likely that future crops will decrease in quantity, as the planters are taking no interest in increasing their production.

"The vanilla laborers were forced to join the Vanilla Union at Papantla. As a result wages have been increased from \$1.25 to \$3 (United States currency) per day. Formerly the laborers received from \$0.87 to \$2.25 per day. It is reported that the vanilla laborers at Gutierrez Zamora may later join the Union."

Condition of Tahiti Vanilla Beans

Consul Lewis V. Boyle, Tahiti, Society Islands, in a report dated October 6, just received, says in part:

"The condition of the crop of vanilla beans to be harvested in French Oceania beginning in April or May of 1927 is poor. The vanilla vines were severely damaged by a storm and cyclone which visited most of the areas producing vanilla beans in French Oceania early in January of this year. Owing to this fact it is the belief of competent observers that not more than 65,000 kilos (143,299 pounds) can be expected for the season 1926-27. The crop for the season will be about a month or two later than usual.

"Exports to the United States during the quarter ended September 30, 1926, amounted to 10,921 pounds of vanilla beans valued at \$18,134. There is no information available at present concerning the exports of vanilla beans to other countries because the customs statistics of French Oceania are not compiled at this time for the quarter ended September 30. It is believed, however, by the trade that probably at least as much vanilla was exported to France as was sent to the United States, and possibly more, exports amounting to probably 15,000 pounds."

SOUTH AFRICA BARS ALCOHOLIC EXTRACTS

The South African Commissioner of Customs and Excise has ruled that syrups, fruit juices and flavoring extracts imported from the United States which contain more than one-half of 1 per cent of alcohol by volume, and therefore come within the definition of intoxicating liquors contained in the Volstead Act, are prohibited imports. Inasmuch as shipments are being refused entrance into the Union in increasing numbers, it is necessary that American manufacturers shipping to South Africa exercise caution in ascertaining that the alcoholic content of their products meets with the South African requirements.

The Union of South Africa has a statute which prohibits the importation of wines or spirits from any territory where their sale or use is prohibited. The United States was proclaimed to be such a territory Sept. 17, 1921.

PURE FOOD AND DRUG NOTES

In this department will be found matters of interest contained in FEDERAL AND STATE official reports, etc., relating to perfumes, toilet preparations, flavoring extracts, soaps, etc. It is advisable also to look at our WASHINGTON CORRESPONDENCE, SOAP SECTION, and other departments for further information.

Notices of Judgment Given Under Pure Food and Drugs Act by the Secretary of Agriculture

Among the Notices of Judgment given under the Federal Food and Drugs Act, Nos. 14,351 to 14,450, inclusive, sent out recently by the Bureau of Chemistry, Washington, D. C., the following are of special interest to our readers:

14,364. Adulteration and misbranding of savin oil; jury trial, verdict of guilty; fine, \$400. Composed of oil in part other than oil savin, prepared in imitation of it, lacking strength and purity, and sold under a name other than the true name of the product.

14,384. Adulteration and misbranding of vanilla extract. U. S. vs. 26 dozen bottles of vanilla extract; condemned, forfeited and destroyed. Declared to be a sub-standard vanilla extract, mixed and colored in a manner whereby damage and inferiority were concealed, which had been substituted in part for the real article so as to lower and injuriously affect its quality and strength; also falsely labeled.

14,416. Alleged misbranding of Smack. U. S. vs. 247½ gallons of Smack; tried by court; judgment for claimant. It was charged that Smack appeared, by analysis, to be an artificially colored and artificially flavored sirup, in imitation of another article, a genuine grape product, used as a base for a beverage imitative of grape juice. Further details are given elsewhere in this section.

14,450. Adulteration and misbranding of vanilla extract. U. S. vs. 57½ gallons of vanilla extract; product ordered released, under \$500 bond, to be relabeled. Substance was declared to be an imitation, colored to conceal its inferiority. New label ordered, in part, as follows: "Imitation Vanilla Extract; Contains Vanillin, Coumarin, Vanilla and Caramel."

14,455, 14,463 and 14,465. Misbranding and adulteration of jellies; pectin and other substances found in seized products. First one for misbranded "Apple-Raspberry Flavor Jelly" and other fruit flavors resulted in a fine of \$100 and costs. The second seizure was condemned and forfeited. The third was released under bond.

14,485. Adulteration and misbranding of raspberry jam; consent decree to forfeiture; product released to claimant. Excessive sugar content the chief allegation.

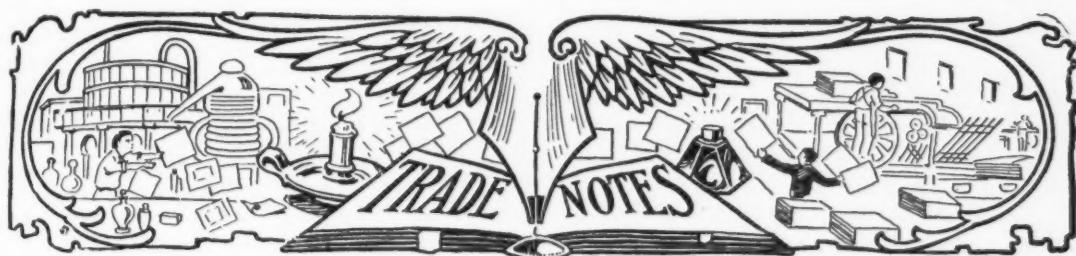
Olive oil prosecutions: One case of adulteration and misbranding; jury trial; verdict of guilty; \$450 fine.

There were four cases in which the product was ordered condemned, forfeited, and released under bond. In a fifth seizure the product was ordered destroyed.

Imported Oil "Cannot Be Legally Marked"

No. 1045. MERCHANDISE NOT LEGALLY MARKED—OIL.—Protests 42,508—G, etc., of Fritsche Brothers, Inc. (New York). Certain oil was assessed with additional duty as not legally marked.

Opinion by Adamson, J. As the oil was incapable of being marked without injury, the protests were sustained.



On December 14 the new Pinaud building at 220 E. 21st street, New York City, was formally dedicated and the cornerstone laid. The building on that day was the scene of appropriate ceremonies attendant upon this important occasion in the history of the company in the United States.

About fifty guests were present at the ceremony of laying the cornerstone which was performed by George Klotz, president of the company. Before proceeding to the actual placing of the stone, Mr. Klotz delivered a brief address in which he expressed the aspirations of the firm.

Mr. Klotz said: "It is a pleasure for me to be in your great country and it gives me great personal pleasure to welcome you on behalf of Pinaud and also my brother who could not be present today due to illness.

"In this box, we are placing samples of our products, which are made from the same ingredients and in the same manner as they have been for upwards of one hundred years. The New York daily papers, as well as a chronological history of our business, are also placed in the box.

"Looking forward one hundred years hence, or until such time as the building gives way to a larger and better building, I trust that when this box is opened it will find our successors occupied in carrying on this same business, only in a bigger and better way. I sincerely trust that your successors will prove, as you have proven, to continue to be numbered among our friends and to have growth not only in this world's goods but in health and happiness."

Following the address, Mr. Klotz placed the copper box in a receptacle provided in the cornerstone and laid the first brick in the process of sealing up the opening. Other officials followed him, each laying a brick. They were John J. Quinn, secretary of Pinaud Inc. and president of the Pinaud Real Estate Corp.; George Panapoulos, general manager of Pinaud Inc. and treasurer of Pinaud Real Estate Corp.; Bernard Knollenberg, director of Pinaud Inc. and secretary of the Pinaud Real Estate Corp.; John F. Cockerill, superintendent of construction; Ely Kahn of the firm of Buchman & Kahn, architects of the new building; John Montfort, another member of the firm of Buchman & Kahn; James J. Larkin, Dr. S. L. Hilton, Washington, D. C., analytical chemist; T. J. Waters, president of T. J. Waters & Co., general contractors who were in charge of the construction; Harry Sharkey, a veteran of thirty years service

in the Pinaud organization and now purchasing agent; and Gustav Paulsen, factory superintendent of Pinaud Inc.

The building is completely equipped for the purposes of the company and is designed particularly to give the fullest possible service to buyers of Pinaud products.

In the cornerstone was placed a brief history of La Maison Ed. Pinaud, Paris. The salient facts in the history of that organization as presented in this document were:

"More than a century ago, in France, when Napoleon was at the height of his power, M. Besançon founded the perfumery business that today is of world-wide dimensions.

"In 1840, Ed. Pinaud, whose name and whose trademark, 'A la Corbeille Fleurie,' endure, acquired title to the business of Mr. Besançon, from his successor, M. Legrand.

"The business was conducted as a single proprietorship until 1850 when Em. Meyer allied himself with M.



GEORGES KLOTZ



NEW HOME OF PINAUD, INC.

Pinaud. Under the name Ed. Pinaud and Meyer the firm continued until 1868, the year M. Pinaud's death.

"In sole control, M. Meyer carried on until the year 1888, when the business was turned over to Victor Klotz, his son-in-law.

"Since 1888 the affairs of La Maison Ed. Pinaud have been controlled by the Klotz family. In 1905 Victor Klotz formed a partnership with his two sons, Henry and Georges under the name of Victor Klotz et Cie.

"Victor Klotz died in 1906. From that time on the

Brothers Klotz have conducted the business under the name of H. and G. Klotz. In America, the firm is known as Pinaud Incorporated."

Following the formal ceremony at the building, a luncheon in honor of Mr. Klotz was given at the Brevoort. About forty were present. It was the occasion of general congratulations on the success not only of the Pinaud Co. but of the general perfume and cosmetics industry in America.

Mlle. Manka Rubinstein, sister of Mme. Helena Rubinstein, announces the opening of her own business in the near future. She will manufacture her own products and establish a salon in New York where the most expert and thorough treatments will be given under her personal supervision. Temporary executive offices are now located at 522 Fifth avenue.

Mlle. Rubinstein is manufacturing her own products under the trade name of "The Manka Preparations." Her wide experience equips her to create preparations of great value to the public, and her large personal following and wide acquaintance with the dealers of the country, insure her a ready market for these preparations.

Mlle. Rubinstein, for many years was closely associated with her sister in building the Helena Rubinstein business both here and abroad. She is well known in the trade who will extend to her a hearty welcome in this new venture.



Mlle. Manka Rubinstein

Salesmen of Richard Hudnut, New York, from all over the United States and Canada, as well as from England, gathered for their annual convention at the Hotel Astor during the week of December 13.

The convention was largely of an executive nature and consisted of informal discussions of sales plans, new items in the line, and a consideration of the problems of men in the field.

Special speakers were C. A. Pennock, general sales manager; G. A. Pfeiffer, president and treasurer; Roy Smith, sales representative for the organization in England; F. W. Hehmer; Charles Pearsall, assistant sales manager; G. N. Kirkner, export manager; and C. L. Pfeiffer, who recently returned from France. The latter gave some interesting impressions of Paris and business abroad.

The sessions were presided over by G. A. Pfeiffer who encouraged the freest expression of opinion from all present. The affair came to a close Thursday evening, December 23, with the annual banquet in the Laurel Room of the Hotel Astor. C. A. Pennock acted as toastmaster.

It will be interesting news to cosmetics manufacturers and others in the Middle West that A. C. Drury & Co., of Chicago, have acquired the supplies of stearic acid, zinc oxide, glycerine, waxes and gums which the Melba Mfg. Co. had in stock when taken over by V. Vivaudou, Inc., of New York, as reported on another page.

The Vivaudou company had on hand such ample stocks of these raw materials that it was deemed inexpedient to ship the same from the Melba plant in Chicago to the Vivaudou laboratories in New York.

Elliott W. J. Collins has accepted a position as manager of sales with Peggy Sage, 50 East 57th Street, New York City, specialists in the art of manicure and the care of the hands. Mr. Collins, who was formerly connected with V. Vivaudou, Inc., in the production end of the business is well known in the toilet preparations trade.

When interviewed by a representative of this journal, Mr. Collins spoke enthusiastically of his new connection. Peggy Sage organized the business in which she is engaged primarily for the personal treatment of the hands of her customers. Her methods soon brought her into prominence and her business rapidly increased in volume and prestige. Until very recently, the business has been confined entirely to the establishment in New York. However, the reputation of the products used in the Peggy Sage treatment has created a demand for them outside of the establishment.

It is to handle this end of the business that Mr. Collins has become connected with the organization. Plans call for a policy of conservative expansion and the gradual introduction of Peggy Sage products into the retail toilet goods trade. A start has been made with displays in the prominent New York department stores, such as B. Altman & Co., Saks Fifth Avenue, and in such other establishments as Abraham & Straus, Brooklyn, and the Filene establishments in Boston.

Emphasis in the campaign will be laid upon the contention that the Peggy Sage preparations are the only ones offered for the complete care of the nails and the hands. The Richard Fechheimer Advertising Agency has been selected as the concern to handle the general advertising campaign.

Dr. A. Kaufmann, head of Usines l'Allondon, S. A., Geneva, Switzerland, arrived on the Paris, December 1.

He returned on the Majestic, December 11th, having spent the brief interval in calling upon his numerous friends in this market and surveying the progress made in the industry since his last visit in 1924. Dr. Kaufmann is well known in the industry here as an authority on synthetic organic chemistry and the inventor of numerous processes for their manufacture. He was formerly professor of organic chemistry at the University of Geneva and his research work while there attracted attention throughout the scientific world.



Dr. A. Kaufmann

H. R. Laist, San Francisco and Pacific Coast representative for Ungerer & Co., spent a week in New York early in December, this being his first visit to the home office in five years. He was greatly impressed with the growth which has taken place since his earlier visit and particularly with the facilities available in the new Ungerer building.

Pacific Coast conditions, according to Mr. Laist, are favorable with every certainty that the expansion in population and manufacturing which has been proceeding rapidly will continue, making this section an even more important market. Mr. Laist's San Francisco address is 116 New Montgomery Street.

John Neumann, of Neumann-Buslee & Wolfe, Inc., Chicago, was a visitor in the New York market during the week of December 13. Mr. Neumann is well known to the trade in New York, his firm being representative for Bagaroff Frères, Lautier Fils and Morel & Co.

Cedric V. Smith who has been connected with the perfume raw material industry for several years has joined the A. L. van Ameringen organization, New York City, and will give his time to chemical research and to sales.

Mr. Smith has the degree of B. S. in chemistry from the University of Pennsylvania, and has been connected with two of the leading firms in New York, in one as research chemist for a manufacturer of synthetics, and the other, a large essential oil house. One of Mr. Smith's hobbies is portraiture in oil, and in this work he is winning recognition in art circles.



CEDRIC V. SMITH

We are advised by Mr. van Ameringen that he is making plans for considerable expansion of activities in 1927, and that a number of products which have been in preparation in the laboratory for several months will be ready for the market in the coming year.

George E. Davis, New York City, advises us that samples of his new sprinklers advertised in this issue on pages 70 and 71 are ready for distribution and are being sent out to the many who have inquired about them. Several patents are pending and an important announcement regarding the development of this interesting device will be furnished for our next issue.

George F. Merrell has been appointed general eastern representative for Albert Verley, Inc., Chicago, Ill., who are American representatives for Etablissements Albert Verley, Ile. St-Denis, France. The parent firm are well known manufacturers of synthetic aromatic chemical specialties, in addition to their general line of many of the higher aldehydes and alcohols.

David A. Bennett is president of Albert Verley, Inc., and in adding Mr. Merrell to his staff he associates with himself an old Chicago friend, as Mr. Merrell was connected for many years with Allen B. Wrisley Co., makers of soaps and toilet preparations in an executive capacity, and is thoroughly familiar with raw materials and many of the manufacturing problems in the industry.



GEORGE F. MERRELL

Mr. Merrell has a wide acquaintance in the perfume and toilet preparations industry. His address will be 729 Seventh avenue.

Albert Bond Lambert has severed his connection with the Lambert Pharmacal Co., of which he was for many years chairman of the Board. He is now connected with a new St. Louis company called the Pasteurine Chemical Co. which was formed to sell "Pasteurine" a product for many years manufactured by John T. Milliken Co. Mr. Lambert is a heavy stockholder in the new company. The Lambert family sold their stock holdings in the Lambert Pharmacal Co. last March for a consideration in cash and stock of \$16,500,000.

For the purpose of establishing direct contact with women of fashion of New York, Inecto Inc., makers of "Notox," have opened a large and luxurious hair color salon in their new building at 33 West 46th street, New York. This new policy will not, according to an announcement of the company, constitute a money-making venture. The company has established it for the purpose of accumulating information regarding the practical and personal-touch side of hair coloring.

The new salon occupies the entire ninth floor of the Notox building. Elaborate and fanciful decorations greet the visitor as soon as she leaves the street. Beautiful mural decorations painted by Homer Conant, the renowned scenic artist, have transformed the entry and the entire ninth floor into a vision of the Orient.

Eleven separate application chambers, each with its own private dressing room, and each distinctly decorated, occupy



SALONS OF INECTO, INC.

the ninth floor of the building. The accompanying photographs give but a faint idea of the beauty of the settings provided by Mr. Conant.

The colors are carefully selected to prevent the reflection of false lighting effects, and each separate room is illuminated by its own window and skylight. Pastel shades of cream, gold and black constitute the color scheme for the application rooms. The entrance to the building and the reception hall are decorated in Chinese red lacquer.

C. W. Crowell, whose interesting article on the "Clarification of Liquid Soaps" appears on Page 577 in the Soap Section of this issue, is a new member of our contributing staff. Mr. Crowell is well known in scientific circles in the soap and insecticide industries. He is a graduate of Stanford University and has been engaged in the manufacture of liquid soaps for the last nine years. Before going to California, he spent six years with the Rochester Germicide Co., Rochester, N. Y. Since he moved to California, Mr. Crowell has done much consulting work for Eastern manufacturers of liquid soaps in addition to his other work. We feel sure that Mr. Crowell's observations will be of interest and value to the manufacturer engaged in that line of endeavor.

On Saturday, November 6, thieves broke into the stockroom of the Bliss Laboratories, 17th street and Seventh avenue, New York City and stole a large quantity of empty containers, vanities and compacts, together with some finished products.

The Addison Lithographing Co., Rochester, N. Y., has now in process of construction an extension to its plant. The new portion of the plant will be used for warehouse space.

The rapid increase in the business of the company has made additional floor space necessary. The company will use the present storage space for increasing its manufacturing capacity and for the addition of more machinery and equipment. It is expected that the new unit will be available for manufacturing operations early in the Spring.

Southern Chemical Co., Petersburg, Va., is now established in its new building which is well equipped throughout to take care of the company's increasing business in flavoring extracts, drug sundries and food colorings.

The company was founded in 1913 by T. O. Williams in three rooms of an old apartment house in Petersburg. Attention was concentrated on the wholesale grocery trade to which incidentally the company now sells exclusively by direct mail, traveling salesmen having been discontinued in 1919. Under the energetic direction of Mr. Williams the company thrived and when the volume of business was doubled, he began to seek for larger, better equipped quarters.

Not finding just what he wanted he decided to erect a building of his own and so without the assistance of an architect or a contractor Mr. Williams planned the building and personally supervised its construction. The building, which is shown in the accompanying illustration is a brick structure and is fireproof. In fact it is the only commercial building in the city with an asbestos tile roof with copper gutters, spouting and trimming. As evidence of Mr. Williams' accomplishment as a builder it is interesting to note that he has received the minimum insurance rating



NEW BUILDING OF SOUTHERN CHEMICAL CO.

with a 20 per cent reduction from the minimum standard rating for superior construction.

In this modern new building, which, incidentally covers about an acre of ground, the company does all of its manufacturing. Its well filled catalogue of Spartan brand specialties is ample evidence of the range of products manufactured and the fact that business in 1926 is about 25 per cent ahead of last year is a trite testimonial to the satisfaction the company gives its customers.

The annual banquet of the Reich-Ash Corp. and the Silvercraft Specialty Co., New York City, will be held at Twin Oaks, West 46th street, New York City, on the evening of December 28. As in the past employees look forward to this occasion with much enthusiasm for it is largely in the nature of a family gathering and presents are distributed.

Burton T. Bush announces the formation of the Dispersion Process Co., Inc., of which he is president. The new company will specialize in physical chemistry, particularly as it applies to the manufacture of emulsions, extractions, intensive grindings and colloid-like products.



BURTON T. BUSH

The company will act as New York representative of the Premier Mill Corp., Geneva, N. Y., whose announcement appears on page 95. Technical problems arising in the course of the work will be handled by the new concern in co-operation with the well equipped laboratories of the Premier Mill Corp. at its Geneva plant.

Mr. Bush has been engaged in the chemical industry for over 25 years, most of that time having been spent in production and sale of aromatics. He was the organizer of Burton T. Bush, Inc., now known as Givaudan-Delawanna, Inc.

In pursuing the lines laid down for the conduct of the new business, Mr. Bush is proving himself abreast of the times and in touch with the latest developments in the chemical industry.

Colloid chemistry is rapidly increasing in industrial significance and without doubt there is great need for technical and scientific advice on the many problems involving this branch of the chemical industry.

A Merry Christmas for many residents of Memphis and vicinity, through the difficulties of the American Savings Bank and Trust Co. of that city, may be assured by the generosity of Abe Plough, president of Plough Chemical Co., who has offered to advance \$235,000 necessary to pay the Christmas savings accounts of the small depositors in the institution.

A shortage of \$300,000 in the bank came to light recently and was confirmed when Clarence Henochsberg, assistant cashier, admitted the shortage and took his own life. The State Bank Superintendent had taken charge of the bank and the doors were closed and business suspended.

Mr. Plough, with characteristic generosity, realizing what the suffering would be of the small depositors, and especially those who had built up Christmas fund savings, offered the bank superintendent sufficient funds to pay these Christmas savings accounts in full.

While there may be some legal difficulties in the way of the acceptance of the loan, it is believed that a way will be found to obviate these difficulties and to bring to the depositors a Merry Christmas through the generosity and assistance of Mr. Plough.

Kiefer-Stewart Co., wholesale druggists and manufacturers of perfume and toilet preparations, Indianapolis, Ind., recently purchased a large part of capital stock of Walding, Kinnan & Marvin Co., wholesale druggists, of Toledo, Ohio. The stock purchased represented the holdings of the Dodge interests and a part of the Bradley interests in the Toledo concern.

This merger brings \$2,000,000 capital together in what is one of the largest drug supply houses in the Middle West. The two concerns will retain their corporate identities, but the management of the companies will be merged and the business will be so coordinated as to make them non-conflicting.

Kiefer Stewart Co. is well known in the toilet preparations line as a manufacturer of a complete line of flower odors in toilet water and perfume under the label called "Stewart Perfumers."

The company began the manufacture of perfumes and toilet preparations about 25 years ago. It has, however, been content to expand this end of its business very gradually and to restrict its distribution largely to the central states. No extensive advertising campaign has been carried on but the sale of the line has been allowed to expand in natural manner until the business has reached considerable proportions.

In addition to the products mentioned, Kiefer Stewart Co. also manufacture a preparation for the hands known as Old Gibraltar Witch Hazel Jelly which enjoys wide distribution. The company also manufactures a line of perfumes, toilet waters, face and talcum powder, and face creams under the name "Maricatte Et Cie." The biggest seller of the line, however, is Treko Perfume.

The purchase and merger of the Walding, Kinnan & Marvin Co. is but one of a number of forward steps taken by the Kiefer-Stewart Co. since its establishment. The company was founded as the A. Kiefer Drug Co. by the late Augustus Kiefer in 1863. Mr. Kiefer came to Indianapolis from Edinburgh where he owned a retail drug store. He first organized the wholesale drug house of Dailey, Kiefer & Rush, from which he retired in 1866, and organized the firm of Kiefer & Vinton.

After the death of Mr. Vinton in 1872, the business was taken over in its entirety by Mr. Kiefer and continued under his name. In 1893 the business was incorporated with Mr. Kiefer as president, and at his death was continued

under the same name with G. Barret Moxley as president.

Daniel Stewart came to Indianapolis in 1863 from Greengburg, Ind., where he owned a successful retail drug store. Here with Steven Morgan and Thomas Barry, he succeeded to the business which had been conducted by William Hanne-man since 1840. This was the real beginning of the Daniel Stewart Co. although the firm was, at the outset, known as Stewart & Morgan.

Mr. Morgan withdrew in 1876 and Mr. Barry in 1883. Following this the business was conducted under the name of the Daniel Stewart Co. until January 1906 although Mr. Stewart had died in 1892. On the first of January, 1906, the business was purchased by a partnership, John N. Carey and William Scott being the managing partners. The business was continued under the name of Daniel Stewart Co. and was incorporated in 1908 at which time Mr. Carey withdrew. The business was then conducted with Mr. Scott as president.

These two concerns were merged on Oct. 1, 1915 under the name of the Kiefer-Stewart Co. Mr. Scott became president of the new organization and Mr. Moxley first vice president and general manager.

The present officers of the company are G. Barret Moxley, president; A. Kiefer Mayer, first vice-president; Edward L. Mayer, second vice-president; Oscar C. Maurer, third vice-president; and J. Edward Stiltz, secretary and treasurer. The directors, in addition to the officers, are F. G.

Beckman, Bert O'Leary, E. L. Olcott, and C. J. Parker.

The business has shown a steady growth and progress since the merger took place of which the recent consolidation with the Walding, Kinnan & Marvin Co. is only one instance.

The business is carried on in the building shown in the accompanying photograph which has a floor space of 70,000 square feet and is so constructed that several stories may be added if the expansion of the business warrants it. The building is thoroughly equipped to take care of the needs of the company. The laboratory is complete in every detail. Special parts of the building have been constructed and adapted for use of the various departments.

Mathieson Alkali Works, New York City, has opened a district sales office in Cincinnati with headquarters in the Dixie Terminal Building.



AUGUSTUS KIEFER



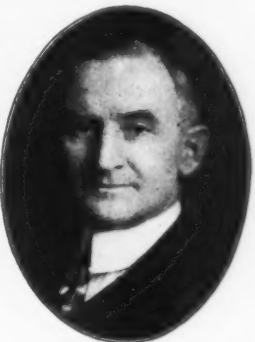
DANIEL STEWART



KIEFER-STEWART BLDG.



G. BARRET MOXLEY



A. KIEFER MAYER

E. Lelong, representative of Payan & Bertrand, Grasse, France, Societe des Produits de Synthese Sopros, Paris, and Bing Fils, has returned from an extended trip through the Middle West. During the trip Mr. Lelong renewed acquaintances with many old friends in the trade and reports that he found business to be brisk.

C. H. Bourguet, manager of the American branch of Lautier Fils has returned from an extended Western trip which carried him as far as Kansas City. Mr. Bourguet spent several weeks visiting the trade, making stops at Chicago, St. Louis, Kansas City, Minneapolis, Grand Rapids, Kalamazoo, Detroit, Cleveland and other Western points. He reports business in the district which he covered generally very satisfactory.



C. H. BOURGUET

While very busy renewing old acquaintances and making new contacts in a business way, the reception by his friends, new and old, in the Western territory was so pleasant that he turned toward home with a lagging step. He mentioned particularly his stay in Chicago and the courtesy of the Western representatives of his concern, Neumann-Buslee & Wolfe.

Mr. Bourguet returned to New York more than ever convinced of the real existence of the famous Mid-Western cordiality and expressed real regret that the trip could not be repeated twelve times a year. Since this is impossible, he suggests that some arrangement be made at once for moving the Middle West nearer to New York.

He said that the trip had still further impressed him with the vast possibilities for business in the American market and the tremendous size of the country. The fact that he enjoyed excellent weather with no rain during his entire Western visit made the trip even more enjoyable. Mr. Bourguet is already living in anticipation of another visit to the Mid-Western trade.

Vanillin Fabrik, G.m.b.H. of Hamburg has been organized with a capital of 240,000 gold marks to take over the business previously carried on under the name of Franz Fritzsche & Co., A. G., which has recently been reported in financial difficulties. The new concern will attend to the settlement of the sales of its predecessor and will specialize in the manufacture of artificial perfumes and in the distillation and trade in essential oils, extracts and other similar products. It does not, however, assume any of the liabilities of Franz Fritzsche & Co.

Carl Ostermann and Hans Dieckmann have been appointed business managers of the company. The new company has taken over the managing personnel of the old one and also the extensive plant and manufacturing premises. Difficulties arising from lack of liquid capital are said to have involved the Fritzsche firm in difficulties.

As we go to press, sales representatives of Magnus, Mabee & Reynard from all parts of the country are meeting at the principal office of the company in New York for the seventh annual sales convention. The meeting is being held on December 20 to 22 inclusive.

Theodore K. Shipkoff, president of Shipkoff & Co., Ltd., of Sofia, Bulgaria, sailed for home on the *Republie*, December 11, after a few weeks visit to the American market, during which he called on the trade in the Middle West and in New York and vicinity. Mr. Shipkoff made his headquarters with Shipkoff & Co., New York City.

Spring Stopper Co., 165 Broadway, New York City, has been awarded the gold medal at the Sesqui-Centennial International Exposition at Philadelphia, Pa., for its new all glass reclosure bottle with the inside screw finish in the neck of the bottle which has a glass screw stopper.

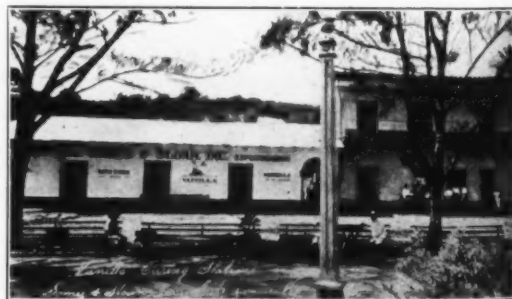
The bottle is made by automatic machine devices which can be applied to the various automatic bottle making machines now in use. The device is the product of many years of work and a considerable expenditure of money according to the company. Early in 1918 C. L. Bristol conceived the idea of making a bottle with an inside screw threaded mouth by means of an automatic machine. Experiments were conducted under his supervision at the Brooklyn experimental plant of the company and at the Cox & Sons Co., where W. E. Glaspey, their mechanical engineer, and Mr. Bristol perfected the automatic machine devices.

As soon as this was done a license was granted to the Salem Glass Works to manufacture the bottles under Spring Stopper Co. patents which C. F. McKenly, manager of the latter company, proceeded to place on the market. Mr. McKenly has been secretary and treasurer of the company since its organization and he is also an officer and director of the Beaumont Glass Co., Morgantown, W. Va., which is controlled by the same interests operating the Spring Stopper Co.

Features of the reclosure bottle are described in the company's announcement on advertising page 85.

Chester A. Smeltzer, vice president of Gomez & Sloan, Inc., New York City, has returned from a two months' business trip in Mexico.

While there, he visited all of the vanilla districts, particularly in Paplanta, Gutierrez-Zamora and the French Colonial District. In the latter district an office was opened for this company at Nautla.



GOMEZ & SLOAN CURING STATION AT ZAMORA

Mr. Smeltzer reports that the vanilla bean crop is at least 300,000 pounds and one of the largest in years. The hurricane which created havoc about the Gulf coast late in September, did no damage to the vanilla bean crop. An after effect, in the nature of a mountain slide, cut off the vanilla trail between Paplanta and Zamora and as a result, passage was impossible until a new pathway was cut.

The purchase of Melba Mfg. Co. by V. Vivaudou, Inc., New York, reported exclusively in the November issue of THE AMERICAN PERFUMER & ESSENTIAL OIL REVIEW, has been completed and confirmed.

V. Vivaudou, Inc., has taken over the plants and assets of the Melba Mfg. Co. and will continue the manufacture of some of the Melba products. Manufacturing operations have been transferred from the Chicago plant to New York. Branch offices for the sale and distribution of both Vivaudou and Melba products will be maintained in Chicago and an office for the sale of all the lines will open shortly in Los Angeles, Calif.

The name of the Melba Mfg. Co. has been changed to Parfumerie Melba, Inc., and its new headquarters are 418-426 West 25th street, New York.

Following the purchase of the company, Thomas J. McHugh, president of V. Vivaudou, Inc., was elected president of Parfumerie Melba. Edwin H. Koehler was elected vice president and Robert E. Lee, secretary and treasurer. The following have been selected as members of the Board of Directors: Jules S. Bache, David A. Schulte, Edward Wise, Thomas J. McHugh, and Edwin H. Koehler.

No further announcement has been made regarding the plans of V. Vivaudou Inc. for taking over another prominent manufacturer of toilet preparations. It is learned, however, from a reliable source, that the negotiations for this purchase and merger are still being carried on and that an announcement may be expected in the near future.

Stockholders of the company have been called to a special meeting December 28 to authorize an increase in the preferred stock to permit the offering of 12,500 shares of 7 per cent convertible preferred and 12,500 shares of common to stockholders.

Additional stock will be offered on the basis of three and one-half blocks, each consisting of one share of preferred plus accrued dividends and one of common, at \$125 per block for each 100 shares of common stock held. Additional stock will be sold in order to refund indebtedness incurred in the purchase of the business, trademarks and assets of the Melba Manufacturing Company.

Offer of additional stock, if approved will be made to stockholders of record December 29 and right to subscribe will be effective until January 14, 1927. Proposed offering to stockholders has been underwritten.

Plans for the merger of two of the largest soap manufacturing concerns in the country have been announced by Charles S. Pearce, president of the Palmolive Co., of Chicago and Milwaukee. The other corporation in the deal is the Peet Bros. Co., of Kansas City and San Francisco. If the merger goes through, the corporation will be known as the Palmolive-Peet Co.

Stock in both concerns is closely held, there being about 400 shareholders in the Peet company and a lesser number in Palmolive. A meeting of the stockholders of both concerns has been called for December 17 to vote upon acceptance or rejection of the proposal.

The plan involves the authorization of 1,500,000 shares of no par common stock and 120,000 shares of \$100 par preferred stock. The amount proposed to be issued and outstanding December 31 is about 900,000 shares of common and about 70,000 shares of preferred stock. So far as can be learned, no public offering of stock is under consideration, but application will be made, in 1927, to list the stock on the New York Stock Exchange.

The George Silver Import Co., 461 Fourth avenue, New York City, has been incorporated to take over the American business of Société Anonyme des Etablissements Roure-Bertrand Fils, Grasse, formerly handled by Roure-Bertrand Fils, Inc., New York, and Société Anonyme des Etablissements Justin Dupont, Argenteuil (S. & O.), France, formerly carried on by Justin Dupont, Inc., New York.

The New York business of these firms has in the past been handled under the personal direction of Mr. Silver, who has been connected with both firms for nearly five years. The corporation was formed because it was felt by both concerns, and by Mr. Silver that considerable economies could be effected by a single agency arrangement with an American corporation which could handle the affairs of both companies.

George Silver is president and treasurer of the new corporation: Albert Delavigne, first vice-president; L. J. Zollinger, second vice-president.

The business of Roure-Bertrand Fils is one of the oldest and best known in the French floral products industry, having been founded over one hundred years ago. It was reorganized as a private limited liability company in 1924 and has been represented in this market for many years.

Etablissements Justin Dupont was founded by Justin Dupont in 1902 for the manufacture of synthetic organic materials for the perfume, soap and cosmetics industries. It was reorganized in 1917 and since its founding has made steady progress in the French market and in the American market as well.

The organization of the new company will enable Mr. Silver to handle the business of both concerns more satisfactorily and eliminate duplication of effort. The company was incorporated in November and took over active control of the business on December 1. Mr. Silver continues in control of the American policies of the company which holds the exclusive selling agency for both of the French houses throughout the United States and Canada.



GEORGE SILVER

Superior Paper Box Co., 544 W. 35th street, Chicago, announces the appointment of A. J. Anderson, manager of the Chicago plant of R. M. Krause, as sales manager.

The company has been established a number of years in the Middle West and has enjoyed such a wholesome expansion of its business that it is now expanding its efforts into a wider field.

National Model & Specialty Co., Newark, N. J., manufacturers of perfume containers for solid perfume from casine plastics, begins the first of a series of interesting announcements on advertising page 93 of this issue.

The company has been experimenting for a considerable time with various casine plastics and has now a well equipped plant for supplying these popular containers to the trade.

The annual sales conference of Morana, Inc., New York City, will be held December 27, 28 and 29.

The holiday season's greetings of Charles A. Rindell, Inc., manufacturers' representative, Chicago, will be found in somewhat novel form on advertising page 87 of this issue. The announcement introduces to new friends and renews good wishes to long time patrons through a group presentation of the faces of Mr. Rindell, founder of the firm, center, and his aids, Jack Rindell at the top, Charles Madden right, William Sturgeon left, and Theola Anderson at the bottom. The firm represents in the Middle West the Addison Lithographing Co., Stanley Manufacturing Co., A'Cadia Powder Puff Co., White Metal Manufacturing Co., Metal Package Corporation, Zinn Corporation, Kolmar Laboratories and the Waterbury Paper Box Co.

James M. Bush, chairman of W. J. Bush & Co., Ltd., arrived on the *Majestic*, November 17, for his annual visit to W. J. Bush & Co., Inc., the American branch of his company. While in this country, Mr. Bush will make his headquarters at their offices, 370 Seventh avenue, New York City. In an interview with the Editor, Mr. Bush expressed himself as greatly pleased with the progress made by the American company since his last visit and greatly impressed by the rapid advance of the perfume and toilet preparations industry in the United States during the last few years. He commented upon the steady progress of the California citrus oils industry in which his company was a pioneer and predicted that the old prejudice in favor of Italian oils would be rapidly overcome.

M. St. Alphonse, secretary and treasurer of W. J. Bush & Co. (Canada), Ltd., Montreal, Que., has just returned from an extended trip through the Western Canadian provinces. Mr. St. Alphonse reports that there are signs of a rapid revival of business in that territory after a more or less serious slump. The small hotels which depend upon the mining and lumbering industries for their patronage are sprucing up in expectation of improved business. Mr. St. Alphonse believes that a revival in the mining industry is largely responsible for this showing. In Winnipeg, Mr. St. Alphonse found that the company was hampered to some extent by cramped quarters and directed its moving from the old address at 10 St. Helen street to more convenient and larger quarters at 134 Princess street.

F. A. Marsek has resigned his connection with the Kolmar Laboratories as of January 1, as officer of the company. It is his intention to make clear that this will in no way affect the Kolmar Laboratories, Milwaukee, Wis., from a financial angle, nor will it in any way change the status as far as the internal operation of its factory is concerned. Dr. Marsek's intentions concerning his activities for the future are not as yet definite.

The Mennen Company, Newark, N. J., Mennen's toilet preparations, has placed its advertising account with the F. Wallis Advertising Company, Philadelphia.



JAMES M. BUSH

A Members' Council Luncheon of the Merchants Association of New York was held at the Hotel Astor on December 16. The holiday spirit of tolerance and goodwill was the keynote at the affair. Rev. Dr. Nehemiah Boynton, Mgr. Michael J. Lavelle and Dr. Jonah B. Wise were the speakers.

Good fellowship marked the annual gathering of the sales forces of V. Vivaudou, Inc., and Alfred H. Smith & Co. at the main offices of the company, New York City, December 13, 14, 15, 16 and 17. The first two days were devoted exclusively to representatives of V. Vivaudou, Inc., the second two days exclusively to the members of the Djer Kiss organization, and Friday was a combination meeting of the two.

The meetings were primarily in the nature of round table discussions in which Thomas J. McHugh, president, explained the policies of the company, free deals, and outlined the items which were to be offered during the coming year. Addresses were also made by Robert Delaney, sales manager, and E. H. Koehler, vice president.

The sessions came to a close with a banquet at the Advertising Club Friday, December 17. Thomas J. McHugh acting as toastmaster.

The members of the organization of Parfumerie Melba, which is an allied company, will meet each other for the first time at a special convention December 28, 29 and 30 in the New York offices of the company.

At the Vivaudou and Djer Kiss conventions, Mr. McHugh outlined particularly the remarkable progress made by the company in the last year and complimented the men for their loyalty and co-operation. He also laid some interesting facts before them, showing that the coming year bids fair to establish new records for all of the companies under the allied management.

Calox Co. is the new name which has been adopted by McKesson & Robbins, Inc., according to papers filed with the Secretary of State at Albany on November 26. The change in the name of this concern, one of the oldest drug houses in the city, closely followed a complete reorganization of the business and its consolidation with Girard & Co., Bridgeport, Conn., drug firm.

The consolidation of these two firms into one company, under the management of the officers of both, was also accompanied by a reduction in the capital stock. This change brought the capitalization of the company to 15,000 shares \$100 each and 10,000 common, no par value from 45,000 shares, \$100 each and 40,000 common, no par value.

Announcement of the consolidation of Girard & Co. and McKesson & Robbins came as more or less of a surprise to the trade, although there had been reports of a merger affecting the McKesson & Robbins business for several months prior to the formal announcement.

Following the arrangement which was reached between Armand Co. and Tre-Jur regarding the use of the "Hoop Skirt Girl" as a trade mark, as reported on page 332 of our August issue, Tre-Jur has adopted the upper part of the old Tre-Jur trade mark, eliminating the hoop skirt, thus doing away with any danger of confusion. The agreement between Armand and Tre-Jur calls for the abandonment by the latter of its former mark by December 31, 1926. The U. S. Patent Office has just found for Armand in the matter of the appeal by Tre-Jur and Dorothy Gray from the original decision of the examiner handed down on July 5.

André Givaudan, son of Xavier Givaudan, of Givaudan & Co., Geneva, was a visitor at the offices of Givaudan-Delawanna, Inc., late in November. Mr. Givaudan made New York the last pause in a trip around the world.

He left Marseilles about the middle of August on the *l'Artagan* for China, where his concern is represented by Huber & Co. of Shanghai. After a short stay at the Chinese branch, he sailed for Japan. While in the Flowery Kingdom, he made his headquarters with Inabeta & Co., at Osaka. He stayed in Japan for a short time observing conditions there and making contacts with Japanese buyers of Givaudan products. Sailing from Japan for Vancouver on the *Empress of Canada*, he continued to New York by the overland route.



ANDRÉ GIVAUDAN AND P. CHALEY

In an interview with the Editor, Mr. Givaudan said that he found business conditions in China unsettled on account of the civil war and the decline of Chinese exchange. Business in Japan in synthetics is extremely difficult at present on account of the high protective tariff levied against all merchandise of this kind. He said, however, that the general business of L. Givaudan & Co. had been very satisfactory during the past year.

While in New York, where his headquarters were with Givaudan-Delawanna Inc., 101 Fifth avenue, Mr. Givaudan spent some time both in the offices and in the plant of the company at Delawanna, N. J.

On the evening of November 24, he was guest of honor at a dinner which was attended by the following members of the staff of Givaudan-Delawanna Inc.: Dr. Eric C. Kunz, Executive Manager of the American company; P. Chaley, W. H. Adkins, Dr. Szamatolski, W. A. Bush, and Messrs. Lemmermeyer, Duffy, Sawyer, Booth, Weston, Warren, Weber and Butz. On the following day he left for Montreal, making his headquarters with Stuart Bros. Co., Ltd., representatives of his company in Montreal. He sailed from that port for home on the *Montclair*.

Givaudan-Delawanna Inc. announces the appointment of Ralph M. Stevenson as sales representative for its products in Detroit and vicinity. Mr. Stevenson, who is well known to the trade in New York as well as in the Middle West, will be at 305 Donovan Building, Detroit, telephone Randolph 4763. He will handle the entire Givaudan-Delawanna line of synthetics in that territory.

On January 1 a new company known as the Solvay Sales Corporation will, as principal, become the exclusive distributor of the products of the Solvay Process Company. Effective on the same date as above, the Solvay Sales Corporation will acquire the entire business of Wing & Evans, Inc.

Solvay Sales Corporation will take over the entire personnel of Wing & Evans, Inc. This personnel will become the operating staff of Solvay Sales Corporation, and all offices and branches of Wing & Evans, Inc., will be continued as offices and branches of the new company.

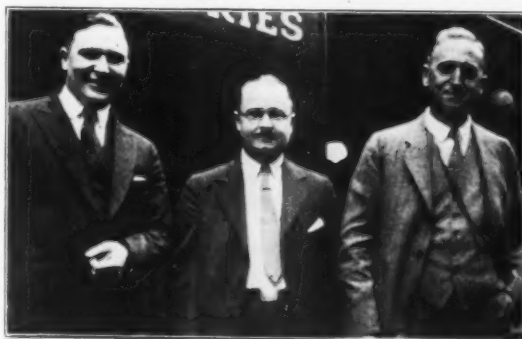
Truzy, Inc., New York, manufacturer of perfumes and toilet preparations, has been operating for the past few weeks in the hands of a committee of the creditors. The committee consists of W. H. Green of the Tin Decorating Co., H. S. Hadden of the Dorland Advertising Co., and F. F. Corwin, vice-president of the Chatham & Phenix Bank. The committee has been operating the business through Frank Cohen, who is well known in the toilet preparations industry.

It has been the desire of the committee to make an arrangement with V. Vivaudou, head of Truzy, Inc., looking to final settlement of all claims and the turning back of the business to Mr. Vivaudou. This now seems on the way to being accomplished.

Edwin Seebach, one of the principals of Chemical Works Flora, Dubendorf-Zurich, Switzerland, who has been calling on the American trade and making his headquarters with the O. A. Brown Co., Inc., New York City, American agents of his company, sailed for home on December 15.

He expressed himself as deeply gratified with the progress which has been made by the O. A. Brown Co. in pushing sales of his company's line in the United States.

C. Randall Hammond, New York manager for the Rossville Co., Lawrenceburg, Ind., has returned from a two weeks' vacation trip in the South. Mr. Hammond spent most of his time in Augusta, Ga. He reports that business conditions in the South are not all that they might be. The exceptionally heavy cotton crop has brought the price of that staple to a very low level and most of the cotton being sold now is not bringing the actual cost of growing and marketing it. In Augusta, several new hotels are being built,



MESSRS. E. A. O'SHAUGHNESSY, HAMMOND AND HAINES

according to Mr. Hammond, who asserts that that section of Georgia anticipates heavy tourist travel during the winter and is preparing to accommodate it.

E. A. O'Shaughnessy, vice-president of the Rossville Co., was a visitor at the New York office early this month. Mr. O'Shaughnessy is no stranger to the New York trade. It is evident from the picture, taken by the Editor during a recent visit that there is nothing wrong with the "Spirit of the Nation" or with the spirits of those responsible for Rossville business in the New York territory, Messrs. O'Shaughnessy, Hammond and Haines. The trials and tribulations of the industrial alcohol business do not seem to be weighing very heavily upon the minds of any of the trio although we feel that possibly Mr. Hammond was thinking of Georgia when the photo was taken.

CHICAGO TRADE NOTES

The Phoenix Hermetic Co. has developed a new hand vacuumizer for sealing products in Mason jars and other shoulder finish jars. The new device weighs less than an electric iron, according to the announcement to the trade.

Walter L. Filmer, manager of the Chicago offices of Monsanto Chemical Works has returned from an extended automobile trip through the Northwest and reports business good in that territory.

H. H. Barthold, Chicago manager of Geo. Lueders & Co., has returned from an extended business trip through the West and reports that business conditions are brighter.

The Hibbs Worth Laboratories have increased their stock from \$100,000 to \$150,000 and moved from Glen Ellyn, Ill., to 655 South Wells street, Chicago.

At the big display at the Coliseum, promoted by the *Herald Examiner* last month, the James S. Kirk Co. had a very fine exhibit of their soaps, the Berry Chemical Co. had a display of their Rexo line of soaps, and Vidor perfumes also had an exhibit.

Ernest E. Finch, general manager of Karl Keifer Machine Co., Cincinnati, was a business visitor in the Chicago market last month.

David M. Morton, Richard E. Whitely and B. R. Rixson have organized the Morton and Whitely Co. to deal in essential oils.

BOOK REVIEWS

(Copies of Books Reviewed in this Column, and Other Works Useful to Our Readers may be Obtained through the Book Department of THE AMERICAN PERFUMER & ESSENTIAL OIL REVIEW, 14 Cliff street, New York.)

TRADE MARKS FOR PERFUMES, TOILET ARTICLES AND SOAPS. Supplement No. 1. Compiled by the American Manufacturers of Toilet Articles, New York. Price of Supplement, \$1.50.

This is the first supplement to the original list of registered and unregistered trade marks for toilet articles and soaps published by the association in March, 1925. The supplement makes the compilation of both registered and unregistered trade marks since 1881 complete to July 1, 1926, so far as humanly possible to make it complete, according to the announcement of the association. Future supplements are planned.

The price of the original volume to non-members has been reduced from \$5 to \$3.50; the price to members is \$3. The price of the supplement is \$1.50 uniformly.

NEW PUBLICATIONS, PRICE LISTS, ETC.

EMERALD TOILET Co., Minneapolis, Minn., has issued a neat little folder entitled: "Little Journeys in Practising the Profession of Beauty Culture."

HELENA RUBINSTEIN, New York, issued a Thanksgiving number of the *Voice of Beauty* for November, well illustrated and containing several interesting articles, among them one glimpsing into the life of Queen Marie, and "How Can the Manufacturer Help the Retailer to Increase Toilet Goods Sales?" by Joseph C. Grant, of the Joseph C. Grant Co.

IN MEMORIAM FOR DEPARTED FRIENDS

ALLEN, EDWARD RANSOME, chairman of Stafford Allen & Sons, Ltd., London, England, December, 1916.

BRACKMAN, JOSEPH I., retired manufacturer of perfumery, Cincinnati, December, 1921.

CALISHER, AARON B., manufacturing perfumer, New York, December, 1917.

DAY, PETER, soap pioneer, Philadelphia, December, 1922.

FRITZSCHE, ERNEST T., senior member of Schimmel & Co., essential oils and chemicals, Leipzig, December, 1916.

HALL, ROBERT L., president National Soap Co., Detroit, Mich., December, 1917.

HEMPSTEAD, WILLIAM S., soaps, New London, Conn., December, 1907.

HEWITT, ARCHIE, president and founder Hewitt Brothers Soap Co., Dayton, Ohio, December, 1924.

HOLMAN, ERNEST CHARLES, vice-president of the DeLorme-Holman Co. and ex-president, Chicago, Perfumer, Soap and Extract Association, December, 1921.

HORNER, MAJOR JAMES BROWN, essential oils, New York, December, 1914.

KEMP, COL. HORACE G., of L. H. Kemp & Son, soap manufacturers, Cambridge, Mass., December, 1914.

RAMSDALL, CLIFFORD, of Daggett & Ramsdell, New York City, December, 1911.

ROBINSON, FREDERICK A., soap manufacturer, Malden, Mass., December, 1907.

SCHEELE, WILLIAM, general manager, California Perfume Co., New York City, December, 1924.

TERRISSE, JULES, one of the founders of M. Naef & Co., aromatic synthetics, Geneva, Switzerland, December, 1916.

VAIL ARAUNA M., senior member of Vail Bros., perfumery and toilet preparations, Philadelphia; at Atlantic City, December, 1924.

WEIS, LEONARD C., toilet goods, Boston, December, 1919.

WILDEY, AMBROSE S., vice-president and general sales manager for Marinello Co., New York, December, 1924.

WRIGLEY, WILLIAM, of the Wrigley Manufacturing Co., soaps, Philadelphia, Pa., December, 1909.

RALPH E. SETHNESS

Ralph E. Sethness, secretary of the Sethness Co., manufacturers of flavoring extracts, Chicago, died recently in St. Joseph's Hospital of blood poisoning due to a scratch on an ankle received in falling over a traveling bag. Mr. Sethness, who was 40 years old, lived at Evanston and was the son of Charles O. Sethness, head of the Sethness Co. Besides his father, he is survived by his wife, two children and two brothers. Funeral services were held from the Chapel at 3834 Irving Park Boulevard, and interment in Rosehill Cemetery followed.

JAMES W. LOVELAND

James W. Loveland, manager of the glycerine department for Armour Soap Works division of Armour & Co., died at Johns Hopkins Hospital, Baltimore, November 23, following a cerebral operation. Mr. Loveland was born in Massachusetts fifty-nine years ago. His education fitted him well for the responsible technical positions which he held. He was graduated from the Massachusetts Institute of Technology at Boston.

His connection with Armour & Co. followed 15 years' service with B. T. Babbitt, Inc., which began in the laboratories of the company at Jersey City.



MONTREAL

MONTREAL, Que., Dec. 15.—Satisfactory business conditions are reported generally throughout the trade in the Montreal district, and the general feeling as to the outlook is most optimistic. Trade throughout the past year has been good, both in the perfumery and allied trades, and also in the general trade of the city and province. Money is in consequence not lacking, employment is good, there is no fear of any very heavy unemployment during the winter months, and when the people have work and money the trade does not fear for its sales.

Retailers and wholesalers alike are awaiting with interest the opening of the commission, promised by the Minister of Labor, to investigate the operations of the P. A. T. A., and the officers of that body are getting ready to put irresistible arguments before the commission to show that they are operating in the best interests of the trade.

Sir William Glyn Jones has addressed several meetings of service clubs and other bodies, showing the evils which result from unrestrained price cutting and the benefits that all parties, from manufacturer to consumer, would derive from the reasonable control offered by the P. A. T. A.

Shareholders of Canadian Industrial Alcohol were taken by surprise when the annual report came out last month and showed that the company's net profits for the year were more than double dividend requirements, and that their net working capital had been multiplied by 3½.

Rumor is very active about a suggested merger or combine of some kind between Industrial Alcohol and Hiram Walker & Sons, the Ontario distillers, but no confirmation is so far available.

William J. Joyce, representative on the Gaspé coast of the John Taylor perfumes and toilet preparations, has been elected president of the Dominion Commercial Travellers' Mutual Benefit Association, and also director of the Dominion Commercial Travellers' Association.

John Donaghy, of Leeming, Miles & Co., Ltd., and secretary of the Proprietary Articles Manufacturers' Association, has been away from business for some weeks, owing to illness. He is reported recovering steadily.

Miss Green, secretary to Hon. Henry Miles, is to be married in February to Leslie Croney, assistant superintendent of the Gelatine Co., Brooklyn, N. Y.

Arthur Lyman, of Lyman's, Ltd., Montreal, was married on October 23 to Miss Ethel Hall, Toronto.

TORONTO

TORONTO, December 15.—The year 1927 is expected to be a very big year for the perfume and toilet goods business in Canada. Almost all the local perfume manufacturers anticipate a really large year, both in production and in sales.

The country generally is at present experiencing good business. The growth of trade throughout the year has been very gratifying. The Government at Ottawa expect by the end of this year to have reduced the debt of the Dominion by some \$20,000,000; and with further trade imposts lifted there should be a continued upward bound of trade. Business throughout the Dominion is at present eclipsing the business done last year, month by month, by some \$8,600,000.

Nothing yet has been heard of the appointment of the commissioner to investigate the P. A. T. A., though announcement that this was to be done right away appeared in the daily press of November 19. Premier King has returned from the Imperial Conference at London, England, and it is likely that the appointment has been delayed to consult his wishes in this regard. Just at present there is nothing new in the P. A. T. A. affairs, the organization functioning as usual.

George E. Rason, managing director of Frederick Stearns Co. of Canada, Ltd., who has been indifferent in his health for some time now and has been confined to his bed in his home at Windsor, Ont., is reported on to his recovery. At present he is able to do a little directing of business from his bedside.

Arthur Poole, Canadian manager for Parfumerie Ed. Pinaud, has returned from a business trip to the Pacific Coast. He reports trade out in the West very much better than it was a year ago.

J. Fred N. Kennedy, who was a partner in Sovereign Perfumes, Ltd., fourteen or fifteen years ago, and who retired to go into poultry raising in the country, is back in the city, having been appointed agent for the Packard Motor Car Co. in the east end of the city.

Word has just reached the city that in September last Mr. and Mrs. L. A. Miles celebrated their golden wedding anniversary at Halifax, N. S. Mr. Miles was formerly assistant to the president of the National Drug & Chemical Co., Ltd.

Sir William Glyn-Jones passed through Toronto a few days ago on his way to Chicago, where he addressed the Illinois Manufacturers' Association on December 17.

Soaps & Perfumes, Ltd., Toronto, is progressing rapidly since they established their business some few years ago. They have added to their possibilities by enlarging their production department to some five times their original plan, and commencing with the new year will be able to put out five times the quantity of goods they have been able to do up to now. Mr. Taylor, president of the company, and the factory superintendent made a two weeks' visit to Chicago, New York and other centers to look over plants and machinery with a view to enlarging and getting the best ideas in soap-making. Mr. Taylor afterwards spent a few days at Atlantic City.

Harry W. Skinner, an Ottawa druggist, had a life-and-death struggle with an armed and drug-crazed bandit, named Austin Cassidy, who entered his store some days ago and stuck a revolver in Mr. Skinner's face, with the remark: "I want all the drugs you've got in the place." Mr. Skinner grappled with his visitor and both of them rolled on the floor and out into the street, the revolver going off twice during the tumbling. Mr. Skinner, though burned about the face from the close passing of the bullets, managed to hold the man until the arrival of the police.

Allan Millsap, whose father, the late W. J. Millsap, was a partner for many years with Harold A. Ritchie, has entered the employ of the R. R. Corson Co., Toronto. Another addition to the staff of the house of R. R. Corson is W. R. Greatrex. Mr. Greatrex, a Canadian-born, has just come over from the United States, where he represented on the road such companies as Richard Hudnut and McKesson & Robbins. He is a druggist by profession, a graduate of the O. C. P., and before going to the States conducted a retail drug store at Belleville.

The Tamblin Co., Toronto, who have been conducting a chain of retail drug stores in Toronto and Hamilton, and whose opening of a branch in Guelph was reported last month, have in the past month opened stores at Brantford and at Kitchener. In their announcement of the opening of the Kitchener store, the Tamblin Co. said this is along the line of their campaign to open stores throughout Western Ontario.

The wives of retail druggists of St. John, N. B., who are members of the New Brunswick Pharmaceutical Society has formed an auxiliary for social purposes and already have had a card party at the home of one of their number. These gatherings are planned once a month during the Winter.

G. A. Lapointe, president of the Quebec Pharmaceutical Association, and who resides in Montreal, has taken a trip abroad for the benefit of his health and for recreation.

The estate of E. G. West, Toronto, has lately disposed of all proprietary rights to the manufacture and sale of Campana's Italian Balm for the reported sum of \$150,000. John A. Huston & Co., Toronto, are now manufacturing the product for the Canadian market, as well as looking after the sales.

The Canadian Pharmaceutical Association will meet in annual convention at Regina, Sask., on August 9 to 12, 1927.

CANADIAN PATENTS AND TRADE-MARKS

The increasing international trade relations between the United States and Canada emphasize the importance of proper patents and trade-marks protection in both of these countries in order that the expansion of business may not be curtailed by legal difficulties.

For the information of our readers, we are maintaining a department devoted to patents and trade-marks in Canada relating to the industries represented by our publication.

This report is compiled from the official records in the Canadian Patent Office.

All inquiries relating to patents, trade-marks, designs, registrations, copyrights, etc., should be addressed to

PATENT AND TRADE-MARK DEPARTMENT
Perfumer Publishing Co., 14 Cliff Street, New York City.

TRADE-MARKS REGISTERED IN CANADA

"Jeune Amour," perfume. Donald Waverley Dingwall, Winnipeg, Manitoba.

"Twilight," toilet preparations, cosmetics, perfumes, toilet waters, hair tonics, bath salts, soap, shampoo, bay rum, skin and shaving lotions. Irving McEwen, Omaha, Nebr.

"Atlas Alcohol," and a picture of Atlas bearing the world, denatured alcohol. Commercial Alcohols, Ltd., Montreal, Que.

"Giralda," perfumery and toilet articles and requisites. Hudson's Bay Co., Winnipeg, Manitoba.

"Harper Method," hair tonic, astringents, face powder, brilliantine, lemon cream, tissue cream, vanishing cream, cold cream, hair ointment and liquid shampoo. Martha Matilda Harper, Rochester, N. Y.

"Pasteurine," liquid antiseptic preparation, antiseptic powder, perspiration powder, foot powder, talcum powder, coconut oil shampoo, nail enamel, vanishing cream, cold creams and rouge. John T. Milliken & Co., St. Louis, Mo.

"Parfum Yvette," perfumes. Peter Boudreau, Montreal, Que.

Perfumes, toilet articles and preparations, cosmetics, disseminators for perfumes, facsimile signature of Donna Lee. The Donna Lee Co., Chicago, Ill.

"Spring-of-Youth," and a representation of a floral bower forming a background of an ornamental bath and on the base of the bower appear the dancing figures of a male and a female youth, reducing bath salts. Dr. Robert J. Yost Co., Bethlehem, Pa.

"Clorox," within a diamond-shaped figure, bleaching, cleansing and antiseptic compounds. Clorox Chemical Corporation, Oakland, Calif.

"Capitol," in large letters and having as a background the Parliament Buildings with the representation of the sun behind the building and sunrays radiating, flavoring extracts. La Cie De Produits Frontenac, Montreal, Que.

PATENTS GRANTED IN CANADA

265,393. Bottle Cap Machine. John Staszak and Frank Stukowski, co-inventors, both of Cudahy, Wis.

265,479. Bottle Closure. Henry Spengler, New York City.

265,716. Labelling Machine. Package Machinery Co., assignee of Elmer Lovell Smith, both of Springfield, Mass.

265,840. Soap Manufacture. Otta Scherichle, Esslingen am Neckar, Germany.

265,871. Vanity Case. Celma Co., assignee of Edward W. Bassett, both of Toledo, Ohio.

266,155. Soap Case. The firm Waldheimer Parfumerie und Feinseifen-Fabrik A. H. A. Bergman, Waldheim, Saxony, assignee of Gustav Adolph Hundewadt, Hamburg, both in Germany.

266,348. Toothbrush. Tefra Co., Wilmington, Del., assignee of Philip C. P. Booty, Chicago, Ill.

TRADE MARKS

 231,129	 231,501	 M 221,302 235,467	 M 221,308 196,760	 M 221,436 219,840	 255,777	 255,777	 235,029	 235,591	 M 221,496	 235,530	 237,920	 237,212	 233,382	 239,470	 237,636	 237,994	 238,514	 236,243
 220,858	 237,902	 228,876	 228,738	 236,323	 236,229	 237,059	 238,555	 234,763	 238,572	 238,254	 238,687	 238,078	 236,243	 238,063	 M 221,493	 237,900	 238,572	 238,254
 233,401	 238,266	 234,536	 237,078	 238,764	 238,192	 237,631	 237,936	 236,193	 237,871	 235,247	 236,193	 237,871	 235,247	 236,193	 237,871	 235,247	 236,193	 237,871

OUR PATENT AND TRADE-MARK BUREAU

This department is conducted under the general supervision of a very competent patent and trade-mark attorney. This report of patents, trade-marks, designs, is compiled from the official records of the Patent Office in Washington, D. C. We include everything relating to the four coordinate branches of the essential oil industry, viz.: Perfumes, Soaps, Flavoring Extracts and Toilet Preparations.

Of the trade-marks listed, those whose numbers are preceded by the letter "M" have been granted registrations under the Act of March 19, 1920. The remainder are those applied for under Act of February 20, 1905, and which have been passed to publication.

Inventions patented are designated by the letter "D." All inquiries relating to patents, trade-marks, designs, registrations, copyrights, etc., should be addressed to.

PATENT AND TRADE-MARK DEPARTMENT

Perfumer Publishing Co., 14 Cliff Street, New York City.

TRADE-MARK REGISTRATIONS APPLIED FOR
(Act of Feb. 20, 1905)

These Registrations are not Subject to Opposition.

196,760.—Geo. Rasmussen Company, Chicago, Ill. (Filed May 8, 1924. Used since 1922.)—Food-Flavoring Extracts.
219,840.—The Palmolive Company, Chicago, Ill. (Filed Sept. 4, 1925. Used since June, 1899.)—Toilet and Shaving Soaps in Solid, Powdered, and Liquid Form.

220,858.—Lester H. Miles, Los Angeles, Calif. (Filed Sept. 26, 1925. Used since Sept. 19, 1925.)—Lotions, Creams.

221,129.—Jean Martinat, doing business as Les Parfumes des Courtisanes, New York, N. Y. (Filed Oct. 2, 1925. Used since July 30, 1925.)—Face Powders.

224,344.—National Soap Co., Detroit, Mich. (Filed Dec. 7, 1925. Used since Apr. 15, 1919.)—Soaps.

225,738.—Seeman Brothers, Inc., New York, N. Y. (Filed Jan. 9, 1926. Used since 1900.)—Flavoring Extracts.

226,549.—Fong Kingman, doing business as F. Kingman & Company, Sacramento, Calif. (Filed Jan. 28, 1926. Used since Jan. 4, 1926.)—Face Powders, Face Packs, Toilet Waters, Eyebrow Pencils, Perfumes, Nail Polishes, Deodorizing Preparations, Foot Powders, Bath Salts, Smelling Salts, Sachets, and Incenses.

227,875.—Joseph Burnett Company, Boston, Mass. (Filed Feb. 27, 1926. Used since 1896.)—Flavoring Extracts for Foods.

230,682.—Polk Miller Products Corporation, Richmond, Va. (Filed Apr. 24, 1926. Under section 5b of the act of 1905 as amended in 1920. Used since 1900.)—Soap.

231,251.—Alfred J. Ennes, doing business as American Drug Company, San Francisco, Calif. (Filed May 7, 1926. Used since January, 1926.)—Tooth Paste, Bay Rum.

231,384.—Moradia Lovette, Newark, N. J. (Filed May 10, 1926. Used since Mar. 1, 1924.)—A Depilatory, A compound Used according to Directions to Remove Hair.

231,501.—Suma-Dore Products, Inc., New York, N. Y. (Filed May 12, 1926. Used since July 25, 1925.)—Toilet Preparations—Namely, Shampoo, Hair Tonic, Scalp and Skin Nourishing Creams, Cleansing and Beautifying Cream, Astringent and Whitening Cream, Vanishing Cream, Reducing Cream, Skin-Toning Lotion, Special Astringent Lotion, Complexion Powder, Bath Powder, Rouge and Lip Stick.

231,994.—Florida Citrus Products Corporation, Haines City, Fla., and New York, N. Y. (Filed May 12, 1926. Used since Apr. 27, 1926.)—Pure Canned Orange Juice for Food and Food-Flavoring Purposes.

- 232,021.—Alois Maier, doing business as Maier's Scientific Laboratories, Los Angeles, Calif. (Filed May 21, 1926. Used since Mar. 16, 1926.)—Hair Tonics, Perfumes, Toilet Lotions, Face Creams, Face Powders, and Nail Polishes.
- 234,291.—The Canute Co., Milwaukee, Wisc. (Filed July 8, 1926. Used since Jan. 9, 1926.)—Mouth Wash.
- 232,382.—The Bittmann-Todd Grocer Company, Kansas City, Kans. (Filed May 28, 1926. Used since 1910.)—Flavoring Extracts for Food Purposes.
- 232,401.—Jordan Stevens Co., Minneapolis, Minn. (Filed May 28, 1926. Used since Mar. 29, 1926.)—Food-Flavoring Extracts.
- 232,452.—The Cudahy Packing Co., Chicago, Ill. (Filed May 29, 1926. Used since Apr. 3, 1923.)—Soap Powder.
- 233,376.—J. Hungerford Smith Co., Rochester, N. Y. (Filed June 17, 1926. Used since May 29, 1926.)—Flavoring Extracts.
- 233,777.—Jiffy Remedies Company, Chicago, Ill. (Filed June 26, 1926. Used since July 27, 1921.)—Food Powders.
- 234,536.—Susie B. Sherrill, doing business as Sil-Flex Laboratories, Augusta, Ga. (Filed July 14, 1926. Used since June, 1922.)—Preparation for the Treatment of Hair for Increasing growth of same.
- 235,029.—Brajan, Colombes, France. (Filed July 24, 1926. Used since June 15, 1926.)—Perfume, Toilet Water, Face Powder, Talcum Powder, Sachet, Brilliantine, Face Cream, Rouge, Lotion for the Hair and Skin, and Bath Salts.
- 235,247.—The American Distilling Company, Pekin, Ill. (Filed July 28, 1926. Used since Dec. 1, 1924.)—Denatured Alcohol.
- 235,266.—I. B. Kleinert Rubber Company, New York, N. Y. (Filed July 28, 1926. Used since July 23, 1926.)—Paper Fabrics Adapted for Skin-Cleansing and Cosmetic-Removing Purposes.
- 235,345.—Willard Hamlet, Baltimore, Md. (Filed July 30, 1926. Used since May 1, 1926.)—Facial Bath Hoods.
- 235,591.—Houbigant, Inc., New York, N. Y. (Filed Aug. 5, 1926. Used since July 28, 1926.)—Perfume, Toilet Water, Face Powder, Talcum Powder, Bath Salts, Brilliantine, Bandoline, Powder Compact, Rouge Compacts, Dusting Powder, Lotion for the skin and hair, Lip Sticks, Sachet, Cold Creams, and Vegetal.
- 235,661.—Standard Oil Company (New Jersey), Bayonne, N. J. (Filed Aug. 6, 1926. Used since Dec. 17, 1925.)—Deodorants.
- 235,714.—Swift and Company, Chicago, Ill. (Filed Aug. 7, 1926. Used since Feb. 18, 1926.)—Soap.
- 235,736.—Morris Max Horowitz, Los Angeles, Calif. (Filed Aug. 9, 1926. Used since Nov. 13, 1923.)—Mouth Wash.
- 236,223.—Park & Tilford, New York, N. Y. (Filed Aug. 20, 1926. Used since July 6, 1926.)—Perfumery, Rouge, Talcum Powder, Lip Stick, Face Powder, Toilet Water, Bath Crystals, Dusting Powder, and Compact.
- 236,243.—Arthur Winarick, New York, N. Y. (Filed Aug. 20, 1926. Used since Aug. 4, 1926.)—Face Powders, Face Creams, Face Packs, Toilet Waters, Rouges, Lip Sticks, Eyebrow Pencils, Skin Lotions, Perfumes, Hair Tonics, Hair Oils, Tooth Paste, Dentifrices, Deodorizing Preparations, Shampoos, Talcum Powders, Foot Powders, Sachets, Smelling Salts, Bath Salts, and Incense.
- 236,368.—Gomez & Sloan, Inc., New York, N. Y. (Filed Aug. 24, 1926. Used since Aug. 6, 1926.)—Vanillin for Food-Flavoring Purposes, Coumarin for Food-Flavoring Purposes, and Vanilla Beans.
- 236,540.—Contouré Laboratories, Inc., New York, N. Y. (Filed Aug. 27, 1926. Used since July 1, 1926.)—Medicinal Preparations—Viz. Lotions, Creams, Unguents, Bleachers, Tonics, Coloring Preparations for the Skin or Hair, Compositions of Matter for the Treatment of the Skin.
- 236,763.—Irving McEwen, Omaha, Nebr. (Filed Sept. 1, 1926. Used since Aug. 1, 1926.)—Liquid Soap, Toilet Soap, Skin Soap, Bath Soap, and Hair and Scalp Soap.
- 236,793.—The House of A. Blatt Inc., New York, N. Y. (Filed Sept. 2, 1926. Used since July 17, 1926.)—Hair Lotions.
- 236,878.—George P. Haldy, Cedar Rapids, Iowa. (Filed Sept. 4, 1926. Used since June, 1912.)—Toilet Water, Witch-Hazel, Hair Tonics, Hairdressings, Brilliantine, Hair Oil, Coconut Oil, Shampoo, Talcum Powder, Face Powder, Rouges, Cold Creams, Hand Lotions, Bay Rum, Hair Pomades, and Face Lotions.
- 237,059.—Allied Drug Products Co., Inc., Philadelphia, Pa. (Filed Sept. 10, 1926. Used since Aug. 12, 1926.)—Powder Puffs Filled with Toilet Powder.
- 237,078.—Kelley & Murray, Pawtucket, R. I. (Filed Sept. 10, 1926. Used since June 28, 1926.)—Face Lotion Used for Softening the Beard before Shaving.
- 237,212.—Eugene Ltd., New York, N. Y. (Filed Sept. 13, 1926. Used since November, 1924.)—Preparations in Liquid or Solid Form to be used in the Permanent Waving of Hair.
- 237,384.—Maurice Parisi, Corona, N. Y. (Filed Sept. 17, 1926. Used since May, 1926.)—Hair and Scalp Remedy.
- 237,636-237,637.—Western Meat Company, South San Francisco, Calif. (Filed Sept. 23, 1926. Used since July 1, 1925.)—Liquid Shampoo—Soap.
- 237,832.—The Sidney Ross Co., Newark, N. J. (Filed Sept. 27, 1926. Used since January, 1925.)—Toilet Soap.
- 237,871.—Opoterapia, Incorporated, New York, N. Y. (Filed Sept. 28, 1926. Used since Sept. 3, 1926.)—Face Cream.
- 237,872.—Parfumerie Roger Et Gallet, Paris, France. (Filed Sept. 28, 1926. Used since July, 1911.)—Soaps—Namely, Soaps in Cake Form, Soap Pastes, and Soap Powders.
- 237,873.—Parfumerie Roger Et Gallet, Paris, France. (Filed Sept. 28, 1926. Used since July, 1911.)—Cosmetics, Pastes, Powders, and Toilet Preparations for Beautifying and Preserving the Skin, Teeth, and Hair, and Perfumery.
- 237,874.—Parfumerie Roger Et Gallet, Paris, France. (Filed Sept. 28, 1926. Used since July, 1911.)—Soaps—Namely, Soaps in Cake Form, Soap Pastes, and Soap Powders.
- 237,875.—Parfumerie Roger Et Gallet, Paris, France. (Filed Sept. 28, 1926. Used since July, 1911.)—Cosmetics, Pastes, Powders, and Toilet Preparations for Beautifying and Preserving the Skin, Teeth, and Hair, and Perfumery.
- 237,878.—Irene L. W. Sayre, Maplewood, N. J. (Filed Sept. 28, 1926. Used since Sept. 9, 1926.)—Deodorant.
- 237,900.—Charles M. Edwards, doing business as Drug-gist's Supply Co., Omaha, Nebr. (Filed Sept. 29, 1926. Used since June 2, 1926.)—Deodorants.
- 237,902.—Florene Benedictines Perfumery Co. Inc., New York, N. Y. (Filed Sept. 29, 1926. Used since December, 1923.)—Face Creams.
- 237,920.—The Phoenix Oil Co., Cleveland, Ohio. (Filed Sept. 29, 1926. Used since July 14, 1926.)—Oil Soap.
- 237,936.—The Armand Company, Des Moines, Ia. (Filed Sept. 30, 1926. Used since Aug. 2, 1926.)—Perfume & Face Powder.
- 238,063.—Rocco Lucchino, doing business as Luco Hand Soap Co., Buffalo, N. Y. (Filed Oct. 2, 1926. Used since Sept. 22, 1926.)—Hand Soap.
- 238,095.—Arnold Louis Van Ameringen, New York, N. Y. (Filed Oct. 2, 1926. Used since Sept. 16, 1926.)—Synthetic Oil of Jasmine.
- 238,227.—Maurice Levy, New York, N. Y. (Filed Oct. 6, 1926. Used since Sept. 1, 1926.)—Powder Puffs.
- 238,323.—Leith Laboratories, Springfield, Mass. (Filed Oct. 8, 1926. Used since June 10, 1926.)—Glass-Cleaning Compound.
- 238,380.—Maurice Levy, New York, N. Y. (Filed Oct. 9, 1926. Used since Sept. 1, 1926.)—Powder Puffs.
- 238,470.—Israel Weinshenker, New York, N. Y. (Filed Oct. 11, 1926. Used since May 1, 1925.)—Preparation adapted for external application to the Skin and Serving as a Skin Beautifier and Skin Remedy.
- 238,530.—A. T. Sinykin, doing business as Nipola Company, Minneapolis, Minn. (Filed Oct. 12, 1926. Used since May 1, 1926.)—Perfumes.
- 238,531.—Ignazio Spampinato, doing business as Trinacria Perfumery Company, New York, N. Y. (Filed Oct. 12, 1926. Used since Sept. 24, 1926.)—Hairdressing.
- 238,514.—Naamlouze Vennootschap International Perfumery Company, Amsterdam, Netherlands. (Filed Oct. 12, 1926. Used since Jan. 1, 1926.)—Soaps.
- 238,555.—Sydney W. Miller, doing business as Sidney W. Miller & Co., Burlingame, Calif. (Filed Oct. 13, 1926. Used since Feb. 1, 1923.)—Soap.
- 238,572.—Clarks Products, Inc., Binghamton, N. Y. (Filed Oct. 14, 1926. Used since July 16, 1926.)—Liquid Skin Whitener.
- 238,686, 238,687.—Arthur Winarick, New York, N. Y.

71,555. VANITY CASE. HERMAN R. HOLZNER, Providence, R. I., assignor to Wightman and Hough Company, Providence, R. I., a Corporation of Rhode Island. Filed Sept. 28, 1926. Serial No. 19,195. Term of patent 14 years.

- 71,563. FLACON. LEOPOLD REBEL, Paris, France, assignor to La Societe Parisienne d'Essences Rares & de Parfums, Paris, France. Filed June 29, 1926. Serial No. 18,206. Term of patent 7 years.
- 71,613. PERFUME CONTAINER. CHARLES LIONEL MARCUS, New York, N. Y. Filed June 20, 1924. Serial No. 9,931. Term of patent 14 years.

PATENTS GRANTED

- 1,607,017. REFILL HOLDER FOR VANITY BOXES. PHILIP A. REUTTER, Waterbury, Conn., assignor to Scovill Manufacturing Company, Waterbury, Conn., a Corporation of Connecticut. Filed Mar. 27, 1924. Serial No. 702,199. 5 Claims. (Cl. 132-83.)

1. A refill clip or holder comprising a base and spaced sets of prongs extending upwardly from the base, each set including a long prong having an outwardly turned edge for engagement with the wall of a box, and prongs on each side of the long prong and arranged inside the long prong at an acute angle to the base for engaging the edge of a compact plate or support between which the compact and its plate may be inserted vertically.

- 1,607,219. POWDER PUFF. FRANZ VINCENT, Bridgeport, Conn. Filed Aug. 31, 1925. Serial No. 53,522. 4 Claims. (Cl. 132-78.5.)

1. A powder puff comprising a flexible container having one wall of flexible sheet rubber provided with a slit made without removing material so that the slit is normally closed and closes automatically by the elasticity of the rubber, and a wool like covering for said wall constructed to allow passage of powder from said slit to the surface of the puff.

- 1,607,352. COMPACT TRAY. WILLIAM G. KENDALL, Newark, N. J., assignor to Parfumerie Rigaud, Inc., New York, N. Y., a Corporation of New York. Filed Dec. 22, 1925. Serial No. 77,157. 5 Claims. (Cl. 132-82.)

1. A compact tray circular in form having a flat base, peripheral walls extending outward and upward on said base and a partition in the center at right angles to said base and substantially equal to the height of said tray, said partition being formed integrally with said tray from a single sheet of metal.

- 1,607,453. PROCESS FOR THE PRODUCTION OF CAMPHOR FROM ISOBORNEOL. HERMANN GAMMAY, Stuttgart, Germany. Filed Jan. 28, 1926. Serial No. 84,512. 4 Claims. (Cl. 260-133.)

1. Process for the production of camphor by the oxidation of isoborneol by means of chromic acid which comprises gradually applying chromic acid to a mixture of isoborneol in subdivided form and water while agitating the mixture, the rate of application of the chromic acid being not substantially greater than the rate at which the chromic acid is consumed by the oxidation reaction.

- 1,607,674. POMADE COMB. OLIVE DE SHAZO IVES, Jacksonville, Fla. Filed July 17, 1925. Serial No. 44,255. 15 Claims. (Cl. 132-13.)

1. A pomade comb including a body to receive the pomade, said body having imperforate side walls, a handle attached to the body, a series of hollow teeth attached to and communicating with the body, said teeth arranged in line with said handle, a plunger arranged within and closely fitting said body, means to prevent tilting of the plunger, and means whereby said plunger may be operated to force the pomade through said hollow teeth.

- 1,607,696. TOOTH PASTE AND PROCESS OF MAKING SAME. CURT SCHROEDER and ALFRED KEIL, Berlin, Germany. Filed Apr. 15, 1926. Serial No. 102,131, and in Germany Nov. 20, 1924. 2 Claims. (Cl. 167-9.)

2. As a product of manufacture, a tooth paste or mouth wash soluble in water, consisting of an amorphous, gelatinous, inorganic sucrate and an admixture of glycerine and flavoring substances.

- 1,607,739. REFILL CLIP OR HOLDER. GEORGE A. GOSS, Waterbury, Conn., assignor to Scovill Manufacturing Company, Waterbury, Conn., a Corporation of Connecticut. Filed Apr. 5, 1924. Serial No. 704,312. 3 Claims. (Cl. 132-83.)

1. In a vanity box, the combination of a compact holding compartment having a peripheral flange, a refill clip or holder having spaced projections formed with upturned ends

engaging the flange to secure the clip in the box, and projections on the clip engaging a compact, said compact engaging projections having outturned ends of a slightly smaller radius than the flange, so as to normally be free of the flange but movable into engagement therewith on a movement of the compact in the clip so that the compact is held in the clip against accidental displacement, and a cover.

- 1,607,774. CONTAINER AND SPOUT STRUCTURE. ARTHUR A. MORSE, Baltimore, Md., assignor to The Tin Decorating Company of Baltimore, Baltimore, Md., a Corporation of New Jersey. Filed July 14, 1925. Serial No. 43,512. 2 Claims. (Cl. 221-23.)

1. A container having a nipple adapted to detachably receive a spout structure for pouring and having also means for detachably holding the spout structure in idle position for shipment, the bottom of the container having a concavity to accommodate a projecting portion of a spout located in idle shipping position at the top of an underlying container.

- 1,607,825. THREADED CAP. CHARLES HAMMER, Hollis Court Boulevard, N. Y., assignor to American Metal Cap Company, Brooklyn, N. Y., a Corporation of New York. Filed Oct. 5, 1925. Serial No. 60,420. 5 Claims. (Cl. 215-43.)

1. A rotatable threaded metal cap comprising an exteriorly coated or enameled top and skirt having a locking projection or thread therein, the lower edge thereof being bent inwardly and upwardly to form a curled edge of such size that it is free of contact with the container whereby the coated skirt has the same appearance throughout every part of the exterior thereof.

- 1,607,961. HOLDER. JOHN A. MAKER, Duluth, Minn., and JAMES A. MEDLEY, Superior, Wis. Filed Sept. 18, 1925. Serial No. 57,104. 2 Claims. (Cl. 221-60.)

1. In combination, a receptacle, a closure therefor, and resilient supporting means attached to the receptacle and closure by encircling one and passing through an elongated slot in an appendage of the other, said means being of substantially the same diameter as the width of the slot, the ends of said means being parallel and closely overlapping each other, by which relation the closure is held either in closed or open position due to the resiliency of said means.

- 1,607,981. COMPOSITION OF MATTER AND METHOD OF USING THE SAME FOR PERMANENTLY WAVING HAIR. WILLIAM A. GROFF, Philadelphia, Pa. Filed Nov. 29, 1924. Serial No. 752,841. 4 Claims. (Cl. 167-5.)

1. A composition of matter, comprising potassium carbonate, lime and borax in solution in water.

- 1,607,985. COSMETIC HOLDER. ELIJAH L. JOHNSON, Los Angeles, Calif. Filed Jan. 16, 1926. Serial No. 81,653. 6 Claims. (Cl. 224-28.)

1. In combination: a receptacle having a cosmetic compartment therein, said receptacle having a curved bottom for fitting the wrist; a lid for said receptacle; a means formed on said receptacle for holding a lip-stick; and means for securing said receptacle to the wrist.

- 1,607,988. COMPACT HOLDER. WILLIAM G. KENDALL, Newark, N. J., assignor to Parfumerie Rigaud, Inc., New York, N. Y., a Corporation of New York. Filed Nov. 17, 1925. Serial No. 69,591. Renewed Oct. 9, 1926. 4 Claims. (Cl. 132-83.)

1. In a compact holder, a compact holding tray divided by a hinge in the center thereof, so that the halves of said tray are foldable upon each other, each half of said tray, being adapted to hold a semi-circular compact of a cosmetic in solid form.

- 1,607,993. CONTAINER TUBE. RAYMOND G. F. LOEWY, Jackson Heights, N. Y. Filed Dec. 11, 1925. Serial No. 74,695. 8 Claims. (Cl. 221-60.)

1. A container tube having a neck at one end thereof, said neck having a bore therein, a closure disposed in said bore comprising a resilient diaphragm extending across said bore and having a slit therein, a tubular portion joined to said diaphragm and fitting the wall of said bore, and means to prevent displacement of said closure.

- 1,608,341. FAT-SPLITTING AGENT AND PROCESS FOR SPLITTING FATS. WALTHER SCHRAUTH, Wilmsdorf, near Berlin, and HERMANN HAUSMANN, Rod-

leben, near Rosslau, Germany. Filed Dec. 12, 1924. Serial No. 755,422, and in Germany Jan. 5, 1924. 1 Claim. (Cl. 87-4.)

In the process of splitting fats, oils and waxes with organic sulphocompounds the step of mixing with such organic sulphocompounds, porous materials which absorb the former without reacting chemically therewith yielding a pulverulent product.

1,608,365. PREVENTING LOSS OF VOLATILE LIQUIDS. JEAN HENRY BREGEAT, Paris, France. Filed Sept. 19, 1923, Serial No. 663,715, and in France Oct. 4, 1922. 3 Claims. (Cl. 252-4.)

1. A process of recovering vapors evolved in the storage of volatile liquids which comprises allowing gases from storage receptacles to leave such receptacles and pass through absorption devices, such operation commencing when said gases are under pressures not exceeding atmospheric by as much as 50 mm. of water, and continuing as long as said pressure exists.

1,608,405. OIL FILTER. JOHN T. McCUTCHEON, Gainesville, Tex. Filed Nov. 8, 1924. Serial No. 748,783. 1 Claim. (Cl. 210-165.)

1. A vanity box of the class described, comprising a body, stationary wings at the sides of the body, a cover for closing the body and the wings, articles carried by the inner face of the cover and partitions dividing the body and its wings into compartments.

1,608,449. VANITY CASE. FRANS BERTIL WENDEL, Cranford, N. J., assignor to The Hercules Novelty Mfg. Co., Newark, N. J., a Corporation of New Jersey. Filed Apr. 1, 1926. Serial No. 99,105. 3 Claims. (Cl. 132-83.)

1. A vanity case including a body having a compartment for loose powder, said body having a central outlet for its upper wall, a plunger chamber depending from said upper wall with which the outlet communicates, said plunger chamber having an apertured lower end and side openings adjacent its upper end, a plunger snugly fitting in the plunger chamber for reciprocation and a spring normally exerting a pressure between the bottom of the plunger and the lower end of the plunger chamber to normally move and maintain the plunger in closed relation to the central outlet and the side openings.

1,608,884. CONTAINER FOR TOILET POWDERS. WILLIAM G. KENDALL, Newark, N. J., assignor, by mesne assignments, to Parfumerie Rigaud, Inc., New York, N. Y., a Corporation of New York. Filed Nov. 18, 1924. Serial No. 750,529. 4 Claims. (Cl. 132-82.)

3. In a toilet powder container, a holder for the powder, a plate fitting said holder and acting as a cover for said powder, a series of orifices around the center of said plate, a supplementary plate having a series of protuberances fitting said orifices and positioned under said plate, a spring connected to the center of said supplementary plate and normally holding said protuberances in engagement with said orifices, and a finger-hold attached to the under plate and passing through the upper plate, permitting the opening of said orifices simultaneously so that said orifices are opened by the downward pressure on said spring.

1,608,941. CAP FOR FLEXIBLE TUBES. ORVILLE H. HOSMER, St. Paul, Minn. Filed Sept. 27, 1924. Serial No. 740,311. 1 Claim. (Cl. 221-60.)

In a device of the class described, a receptacle having a neck, a closure detachably engaged with the neck, and a carrier hinged to the receptacle, the carrier being fashioned from a single piece of material formed into a loop-shaped handle, the sides of the handle being crossed on each other and being prolonged to form arcuate jaws engaging the closure, the jaws being extended to form arms, one of which has an open loop receiving the other, the arms terminating in means for engaging the receptacle hingedly.

1,609,078. FRICTION GRIP CAP FOR CONTAINERS. JOHN L. FLOYD, Roselle, and CHARLES ECKMAN, Roselle Park, N. J. Filed Aug. 18, 1925. Serial No. 50,956. 3 Claims. (Cl. 215-38.)

1. A friction grip cap for containers comprising a crown, a lower part and a part intermediate of said crown and said lower part, said intermediate part being initially larger than the neck of said container, gripping strips slit from

said intermediate part transversely to the periphery thereof and initially bent inwardly to a position enclosing a narrower space than the neck of the container, said strips being arranged in pairs, the strips in each pair being symmetrically disposed to each other, said strips to be sprung outwardly by said neck, thereby causing said neck to be gripped by said strips, and said cap to be retained by friction on said neck.

1,609,290. CONTAINER. LEO H. BRODRICK, New York, N. Y. Filed Apr. 13, 1925. Serial No. 22,666. 1 Claim. (Cl. 206-1.)

In a container, in combination, an inner bottom having an opening therein, an upwardly extended side of the bottom, an outer bottom fixedly attached to the inner bottom and having an opening larger than the inner bottom opening, an imperforate fragile material fixedly attached to the outer face of the inner bottom side and extending across the inner bottom side wall forming a powder compartment, a cover closure having a top and a downwardly extended side, the cover closure when in closing position forming a powder puff compartment above the powder compartment, a sheet of fragile material fixedly attached to the outer face of the cover closure side, a cord beneath the material sheet, the pulling of which will rupture the sheet, and allow the removal of the cover closure without rupture of the powder compartment and a closure for the outer bottom opening.

1,609,453. BOTTLE CLOSURE. GEORGE D. ATWOOD, Brooklyn, N. Y. Filed July 2, 1924. Serial No. 723,615. 3 Claims. (Cl. 215-83.)

1. A bottle closure comprising a cap having a depending radially-resilient flanged portion for interlocking with the bottle top, and a carrier enclosing and carrying the cap and movable endwise relatively thereto in a substantially straight line, said cap and carrier being provided with co-operating means for bending the flange of the cap inwardly and locking it around the bottle top on relative downward movement of the carrier and for lifting it from the bottle top on the reverse movement of the carrier.

1,609,470. FRICTION CLOSURE FOR CONTAINERS.

CHARLES HAMMER, Hollis Court Boulevard, N. Y., assignor to American Metal Cap Company, Brooklyn, N. Y., a Corporation of New York. Filed Mar. 23, 1923. Serial No. 627,000. 3 Claims. (Cl. 215-38.)

1. A friction closure comprising a top having a depending skirt performed by an inwardly inclined portion and an outwardly inclined portion connected at substantially the median line of the skirt by an inwardly extending bead forming a friction seal and so arranged that the skirt has contact only with the container as such bead, said skirt having corrugations therein below said friction seal and also above the same friction seal and strengthening the skirt to prevent the collapse thereof, said outwardly inclined portion provided with a strengthened lower edge.

1,609,481. WRIST VANITY CASE. MICHAEL J. MCCARTHY and CHARLES D. SHANNON, Florence, Mass. Filed Oct. 30, 1924. Serial No. 746,846. 2 Claims. (Cl. 224-28.)

1. A vanity case having an elongated octagonal base plate, the length of the plate being substantially twice the width thereof, walls forming octagonal compartments rising from said plate, the compartments having a common intermediate wall and having their back and front walls aligned and the diagonal walls connecting the back and front walls with the intermediate wall forming with the plate a pair of opposed recesses, the back walls of the compartments having on their exterior vertical ears reinforcing said back walls and forming supports for a hinge pintle, a cover plate conforming in shape and size to the base plate and having a recess in its underside supporting a mirror with the face of the mirror flush with the under face of the cover plate whereby the edge portions of the cover plate close on certain of the walls of the compartments and the mirror closes on the intermediate wall and the diagonal walls extending from said intermediate wall, the back edge of said cover plate being provided with hinge ears, and a pintle extending through the hinge ears.

1,609,562. SEALING CLOSURE FOR BOTTLES AND CONTAINERS. HERBERT L. LONSDALE and NOBLE E. SNYDER, Chicago, Ill. Filed Apr. 19, 1923. Serial No. 633,087. 2 Claims. (Cl. 215-38.)

1. The combination with a metallic sealing closure for containers, of a sealing disk positioned therein, comprising a cork body portion coated with a sizing substance and a stretchable impervious oxidized film.

1,609,588. CONTAINER FOR LIQUID CLEANING COMPOUNDS. FRANK E. VICKERY, Davenport, Iowa, assignor, by mesne assignments, to Gold Dust Corporation, New York, N. Y., a Corporation of New Jersey. Filed June 7, 1924. Serial No. 718,530. 3 Claims. (Cl. 91-67.2.)

1. In combination with a cylindrical container, provided with a neck of reduced diameter, a cleaning device comprising a rod member, provided at one end with a swab capable of passing through such neck, and at its opposite end with a bar forming a small handle, and provided at its ends with shoulders operating to hold said bar in its proper position in said neck.

1,609,591. COMPOSITION OF MATTER. JAMES F. WHITE, Westfield, Tex., assignor of one-half to H. M. Hobbs, Westfield, Tex. Filed Sept. 15, 1923. Serial No. 662,981. 2 Claims. (Cl. 167-9.)

1. A mouth wash formed by mixing honey, alum, borax and an extract of the fern *Polypodium polypodioides*.

1,609,847. LIQUID CLEANING COMPOUND. FRANK F. VICKERY, Davenport, Iowa, assignor, by mesne assignments, to Gold Dust Corporation, New York, N. Y., a Corporation of New Jersey. Filed Sept. 27, 1924. Serial No. 740,200. 1 Claim. (Cl. 87-5.)

A compound for cleaning glass consisting of a mixture of water, tri-sodium phosphate, and borax, approximately one hundred and nine pounds of water being used for two ounces of the other ingredients, which are in the proportion of nineteen parts of tri-sodium phosphate to one part of borax.

1,609,848. LIQUID CLEANING COMPOUND. KENTON F. VICKERY, Davenport, Iowa, assignor, by mesne assignments, to Gold Dust Corporation, New York, N. Y., a Corporation of New Jersey. Filed Sept. 27, 1924. Serial No. 740,201. 1 Claim. (Cl. 87-5.)

A compound for cleaning glass consisting of a mixture of tri-sodium phosphate, water, and phosphoric acid in the proportions of twenty grains of tri-sodium phosphate and ten grains of phosphoric acid to each gallon of water.

1,610,188. BOTTLE CAP. SAMUEL WEINTRAUB, New York, N. Y. Filed Nov. 13, 1923. Serial No. 674,471. 3 Claims. (Cl. 215-46.)

1. In a cap for bottles containing carbonated fluid a sealing disc for the open top of the bottle, a crimped cup-shaped member fitted on the top of the bottle and normally holding the disc in sealing position, cooperating means between the disc and the cup shaped member adapted to be actuated to permit the gas in said bottle to unseat and remove the cup-shaped member from the bottle.

FOOD BUREAU REORGANIZATION

(Continued from Page 532)

"It is a well established fact that the majority of American food and drug manufacturers are doing an honest and legitimate business. If the products of these ethical manufacturers can be eliminated from consideration, the efforts of the bureau may be concentrated on that very small proportion which is deliberately, negligently, or unknowingly violating the law in some respects. In order to determine which manufacturers are complying with the law, factory inspections of a very thoroughgoing character are made by trained inspectors. The visits of these inspectors are ordinarily heartily welcomed by the manufacturer who is doing a legitimate business. Where admission to an establishment for the purpose of making inspection is refused the information necessary to determine whether infractions of the law are occurring can be obtained by the collection of samples on the market and chemical analysis in the laboratories.

ANDREWS CONFERS WITH ALCOHOL MEN

Gen. Lincoln C. Andrews, in charge of Prohibition enforcement met leading producers of industrial alcohol in an important conference at the Hotel Commodore, New York City, on December 16. The purpose of the meeting was to secure closer co-operation between the manufacturers and the officials in charge of handling law enforcement. The manufacturers met at the suggestion of Gen. Andrews for a discussion of important mutual problems.

General Andrews in an interview with representatives of the press, following the conference, said he had explained in detail intimate problems of prohibition enforcement as they particularly affected industrial alcohol, and added that he hoped that it would be possible to simplify the regulations now in force.

General Andrews said that he hoped that some measure might be effected satisfactory to the legitimate alcohol-producing industry and the Treasury Department, whereby the actual ownership of completely denatured alcohol could be established at any point as it passes from the producer, through the jobber or agent, to the ultimate user.

"If any alcohol has been tampered with at any point in its route we want to be able to determine its owner," he explained.

Major James C. Waddell, in charge of supervision of distribution of industrial alcohol, and Dr. J. M. Doran, chief of the technical division of the prohibition enforcement unit, attended the conference.

A statement issued after the meeting said that it was "particularly harmonious and augurs for a much better understanding in the future between the prohibition enforcement officials and the industrial alcohol-producing industry."

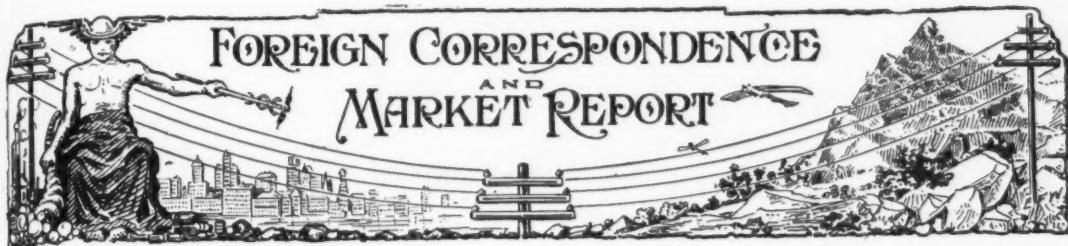
After the conference General Andrews left for Washington.

Those who attended the conference were:

Lester S. Bacharach, American Solvents and Chemical Corporation; Dr. A. A. Backhaus, United States Industrial Alcohol Company, Baltimore; Colonel Thomas F. Brown, Kentucky Alcohol Corporation, Louisville; R. R. Brown, United States Industrial Alcohol Company; W. E. Dampier, Syrup Products Company; George F. Dieterle, Federal Products Company, Cincinnati; John Freas, Quaker Distilling Company, Philadelphia; A. K. Hamilton, Lowrie & Co.; Glenn L. Haskell, United States Industrial Alcohol Company; A. P. Jell, American Solvents and Chemical Corporation; Sid Klein, Kentucky Alcohol Corporation; Dr. Lewis H. Marks, Industrial Alcohol Manufacturers' Association; Captain James P. McGovern, United States Industrial Alcohol Company, Washington, and P. G. Mumford, Commercial Solvents Corporation.

Also S. S. Neuman, Publicker Commercial Alcohol Company, Philadelphia; Victor O'Shaughnessy, Rossville Company, Lawrenceburg, Ind.; H. I. Pepper, American Solvents & Chemical Corporation; Jack Phelps, Eastern Alcohol Corporation, Wilmington; A. H. Platt, Syrup Products Company, Philadelphia; Harry Publicker, David Berg Industrial Alcohol Company, Philadelphia; Charles Read, Seaboard Chemical Company; F. A. Rogers, Kentucky Alcohol Corporation; Herbert Schiel, Federal Products Company; Albert Selling, David Berg Industrial Alcohol Company; Edward Smythe, Mt. Morris Distilling Company, and Joseph Wrench, Industrial Chemical Company.

Invited but unable to attend were: R. H. Grimm, American Distilling Company, Pekin, Ill.; Otto Mathi, Annheuser Busch Company, St. Louis; Victor Trautman, General Industrial Alcohol Company, New Orleans, and C. A. Wagner, National Industrial Alcohol Company, New Orleans.



ARGENTINA

IMPORTS OF PERFUMES, COSMETICS, AND TOOTH PASTE.—Argentina continued to consume large quantities of French perfumes and scented waters in 1925, although the total importation of these commodities was appreciably less than in 1924. The imports of cosmetics in which French products also predominate were nearly 25 per cent greater in 1925 than in the previous year. American tooth pastes, because of their excellent quality and consequent effectiveness are popular, as the increase in importation testifies, over 60 per cent of the total importation of tooth paste being American products.

Official figures compare the imports of 1925 with 1924:

	1924	1925
Perfumes, liters	7,070	6,056
Scented waters, liters	38,878	31,832
Cosmetics, kilos	2,705	3,583
Tooth pastes, dozens	66,659	78,425

AUSTRALIA

SANDALWOOD OIL PRODUCTION.—Sandalwood has been exported from Western Australia for the past 40 years, but it is only during the last five years that the production of the oil has been placed on a commercial footing. During the last financial year, ending June 30, 1926, Western Australia exported 52,200 pounds (weight) of sandalwood oil, as compared with 35,400 pounds in 1924-25, 36,100 pounds in 1923-24, and 6,870 pounds in 1922-23.

Prior to 1923 no steps were taken to preserve the sandalwood. The forestry department has issued regulations now which limit the exports of the wood to 6,000 tons per year. It is questionable how long the resources of the State will last at this rate of disposal. Experimental steps are being made for reforestation of sandalwood, the success of which will be of much benefit to the industry.

CUBA

REGISTRATION OF TOILET PREPARATIONS.—The Department of Sanitation has stated that toilet preparations enjoy free sale in Cuba and do not come under the terms of Article 60, Law No. 1723, requiring the registration of pharmaceutical products; and the new regulations governing drugs now in process of formation by that department will not apply to toilet preparations, according to U. S. Assistant Commercial Attaché R. M. Connell.

POLAND

EVEN COSMETICS AFFECTED.—The decline of Polish purchasing power during the last few months has been well illustrated by the falling off in the sale of cosmetics during the last "carnival" or six weeks' period of festivities preceding the general cessation of balls and kindred entertainments during Lent. Even though sales of cosmetics

(Continued on Page 574)

THE MARKETS

Essential Oils, Aromatic Chemicals, Etc.

The market has shown signs of easing up since our review of November. There has been a fair demand, but it has been far below that of last year when an excellent business continued through December and well into January with only a slight let down during the holiday season. This year buyers seem to have found their requirements somewhat lighter and the good buying movement of the early part of the season has been succeeded by a more or less routine inquiry.

There is a fair demand for small parcels, but not much call for anything beyond immediate requirements. The result has been some complaint on the score of profits if not on the score of actual sales volume. The tendency to purchase in small lots and more frequently is noted in this trade along with others, and it has been a little difficult for the dealers and manufacturers to accommodate themselves to the change in conditions.

Prices, on the whole, have shown little change during the period. There has been a steady tone in most items, and the net change in average values during the month has been negligible. A few materials have been firm, but the bulk of the list has been easy, if not actually weak.

Domestic oils have suffered a further slump. Crop reports on peppermint and spearmint have been very bearish, and it is apparent that the production of both has been very nearly double that of last year. Steadily declining price levels have been the rule on these two materials throughout the month. Less attention has been paid to tansy, erigeron, pennyroyal, and the other minor oils and these, while easy, have failed to decline to any great extent during the period. Wormwood is steady and will probably advance owing to the fact that the crop this season is undeniably well below the normal. Wormseed seems to be in plentiful supply here and in the country, and the market is not likely to strengthen up much until such a time as the spring demand for the product sets in. Meanwhile some unsettlement and weakness are likely.

Floral products are virtually unchanged from last month. There is much interest in lavender on the part of the dealers, but the consuming buyers are not operating very actively. Neroli is steady to firm. The higher grade floral products are quite well maintained here and for shipment.

Synthetics and Aromatic Chemicals

The month has gone by with practically no important changes in prices. Business has slackened off to some extent as has been the case in essential oils and other products of the same character. Competition for new business is quite keen and both the importers and the domestic manufacturers report a tendency to question prices and to shop

(Continued on Page 574)

PRICES IN THE NEW YORK MARKET

(Quotations on those pages are those made by local dealers, but are subject to revision without notice)
(See last page of Soap Section for Prices of Soap Materials)

ESSENTIAL OILS

ESSENTIAL OILS											
Almond Bitter, per lb....	\$3.00@	\$3.25	Hops, oz.	18.00@		Thyme, red .....	.80@				
S. P. A.	3.25@	3.35	Horsemint	4.25@		white .....	.95@				1.65
Sweet True .....	.85@		Hyssop	24.00@		Valerian	12.50@				
Apricot, Kernel .....	.70@		Jasmin, dist.	425.00@		Verbena	5.00@				
Amber, crude .....	.50@	.65	Juniper Berries, rectified.	3.00@		Vetivert, Bourbon	14.00@				16.00
rectified .....	.65@	.90	Juniper Wood .....	.60@	.62	Java	18.00@				
Ambrette	50.00@		Laurel	5.00@		East Indian	25.00@				
Amyris balsamifera	1.95@		Lavender, English	32.00@		Wine, heavy	1.75@				
Angelica Root	25.00@	40.00	U. S. P. "IX"	4.00@	5.25	Wintergreen, Southern ..	4.50@				
seed	42.00@		Garden .....	.55@		Penn. and Conn.	8.00@				9.50
Anise, tech. ....	.62½@		Lemon, Italian	2.75@	3.00	Wormseed	3.65@				3.95
Lead free, U. S. P. ....	.67½@	.72½	Calif.	2.65@		Wormwood	7.50@				
Aspic (spike) Spanish ..	1.50@		Lemongrass	1.25@		Ylang-Ylang, Manila	26.00@				32.00
French	1.65@		rectified	1.75@		Bourbon	8.50@				10.00
Bay, Porto Rico	2.15@		Limes, distilled	8.25@							
West Indies	2.25@		expressed	10.50@							
Balsam Tolu	6.75@		Linaloe	2.35@							
Balsam Peru	7.50@		Lovage	16.00@							
Basil	24.00@		Mace, distilled	1.90@							
Bergamot, 35-36 per cent.	8.25@	9.25	Mandarin	10.00@							
Birch, sweet N. C.	1.90@	2.15	Marjoram	6.25@							
Penn. and Conn.	3.00@	4.00	Melissa	5.00@							
Birchtar, crude .....	.18@		Mirbane .....	.15@							
rectified .....	.60@		Mustard, genuine	11.00@	15.00						
Bois de Rose, Femelle....	2.35@		artificial	2.00@	2.30						
Cade, U. S. P. "IX" ....	.30@	.35	Myrrh	16.00@							
Cajeput, Native .....	.75@	.95	Myrtle	4.00@							
Calamus	4.00@		Neroli, Bigarade, pure...	80.00@	100.00						
Camphor, "white" .....	.15@	.16	Petale, extra	100.00@	130.00						
sassafrassy .....	.18@		Niaouli	2.50@							
Cananga, Java native ..	5.60@		Nutmeg	1.90@							
rectified	6.50@		Oak Moss, dist.	64.00@							
Caraway Seed, rectified..	2.10@		Olibanum	9.00@							
Cardamon Ceylon	35.00@	40.00	Orange, bitter	2.80@							
Cascarilla	70.00@		sweet, W. Indian	2.70@							
Cassia, 80@85 per cent..	2.10@		Italian	2.95@	3.25						
rectified, U. S. P.	2.35@		Calif. exp.	2.90@							
Cedar Leaf .....	.90@	1.00	dist.	1.80@							
Cedar Wood .....	.40@	.45	Origanum, imitation .....	.35@							
Cedrat	4.75@		Orris Root, concrete, do-	3.25@	4.00						
Celery	9.00@		mestic	4.00@	5.00						
Chamomile, oz.	3.50@	5.00	foreign	4.00@	5.00						
Cherry laurel	12.00@		Orris Root, absolute (oz.)	55.00@	70.00						
Cinnamon, Ceylon	12.00@	15.00	Parsley	3.00@	5.00						
Cinnamon leaf	1.50@		Patchouli	7.50@	8.50						
Citronella, Ceylon .....	.42@	.48	Pennyroyal, American ..	2.40@							
Java .....	.70@		French	1.85@							
Cloves, Bourbon	2.50@	2.75	Pepper, black	12.00@							
Zanzibar	2.00@		Peppermint; natural ..	4.85@	5.25						
Cognac	22.00@		redistilled	5.35@	6.50						
Copaiba .....	.55@	.65	Petit Grain, So. Amer. ..	2.00@							
Coriander	6.50@		French	15.00@							
Croton	1.00@		Pimento	4.55@							
Cubebs	4.35@	4.50	Pine cones	3.75@							
Cumin	8.50@		Pine needle, Siberia....	.90@							
Curacao peels	5.25@		Pinus Sylvestris	2.00@							
Curcuma	3.00@		Pumilionis	2.60@							
Cypress	6.50@		Rhodium	15.00@							
Dillseed	4.00@	6.00	Rose, Bulgaria	9.00@	15.00						
Elemi	1.65@		Rosemary, French .....	.55@							
Erigeron	5.75@		Spanish .....	.35@	.40						
Estragon	44.00@		Rue	4.00@							
Eucalyptus Aus. "U.S.P."	.56@	.60	Sage	2.00@	3.00						
Fennel, Sweet .....	.90@		Sage, Clary	30.00@							
Galbanum	26.00@		Sandalwood, East India..	7.35@							
Galangal	18.00@		Santalum Cygnorum	5.00@							
Geranium, Rose, Algerian	3.00@		Sassafras, natural .....	.90@	1.10						
Bourbon	3.00@		artificial .....	.30@	1.10						
Spanish	16.00@		Savin, French	2.00@							
Turkish (Palma rosa) ..	2.80@		Snake Root	15.00@							
Ginger	5.65@	6.00	Spearmint	5.25@							
GINOERGRASS	2.75@		Spruce	87½@							
Guaiac (Wood)	4.25@		Styrax	12.00@							
Hemlock	87½@		Tansy	6.25@							
			Thuja	1.50@							

TERPENELESS OILS											
Bay	9.75@										
Bergamot	16.75@										
Clove	3.75@										
Geranium	8.50@										
Lavender	15.50@										
Lemon	15.00@										
Lime	36.00@										
Orange, sweet	110.00@										
bitter	100.00@										
Petitgrain	6.00@										
Rosemary	1.75@										
Vetivert	35.00@										
Ylang Ylang	18.00@	35.00									

OLEO-RESINS											
Benzoin	2.50@										
Capsicum, U. S. P. VIII.	2.00@										
U. S. P. IX	2.15@										
Ginger, U. S. P. VIII..	3.25@										
alcoholic	2.75@										
Cubeb	4.00@										
Malefern	2.15@										
Oak Moss	15.00@	15.50									
Olibanum	2.25@										
Orris	6.00@	15.00									
Patchouli	18.00@										
Pepper, Black	3.85@										
Sandalwood	16.00@										
Vanilla	8.50@	15.00									

DERIVATIVES AND CHEMICALS											
Acetaldehyde 50%	2.00@										
Acetophenone	4.00@										
Acetyl Iso-eugenol	9.00@										
Aldehyde C 8	32.00@										
C 9	50.00@										
C 10	38.00@										
C 11	44.00@										
C 12	38.00@										
C 14	18.00@										
C 16	25.00@	40.00									
Amyl Acetate	1.00@										
Amyl Butyrate	1.80@										
Amyl Cinnamate	2.35@										
Amyl Formate	1.75@	2.00									
Amyl Phenyl Acet	5.00@										
Amyl Salicylate, dom. ..	1.45@										
foreign	1.65@										
Amyl Valerate	3.00@	3.50									
Anethol	1.40@										
Anisic Aldehyde, dom. ..	3.65@										
foreign	3.75@										
Benzaldehyde, U. S. P..	1.30@										
F. F. C.	1.55@										
Benzylidenacetone	3.25@	4.25									
Benzophenone	5.50@										
Benzyl Acetate, dom. ..	1.15@										
foreign	1.15@	1.25									

TERPENELESS OILS

Bay	9.75@
Bergamot	16.75@
Clove	3.75@
Geranium	8.50@
Lavender	15.50@
Lemon	15.00@
Lime	36.00@
Orange, sweet	110.00@
bitter	100.00@
Petitgrain	6.00@
Rosemary	1.75@
Vetivert	35.00@
Ylang Ylang	18.00@

OLEO-RESINS

Benzoin	2.50@
Capsicum, U. S. P. VIII.	2.00@
U. S. P. IX	2.15@
Ginger, U. S. P. VIII..	3.25@
alcoholic	2.75@
Cubeb	4.00@
Malefern	2.15@
Oak Moss	15.00@
Olibanum	2.25@
Orris	6.00@
Patchouli	18.00@
Pepper, Black	3.85@
Sandalwood	16.00@
Vanilla	8.50@

DERIVATIVES AND CHEMICALS

Acetaldehyde 50%	2.00@
Acetophenone	4.00@
Acetyl Iso-eugenol	9.00@
Aldehyde C 8	32.00@
C 9	50.00@
C 10	38.00@
C 11	44.00@
C 12	38.00@
C 14	18.00@
C 16	25.00@
Amyl Acetate	1.00@
Amyl Butyrate	1.80@
Amyl Cinnamate	2.35@
Amyl Formate	1.75@
Amyl Phenyl Acet	5.00@
Amyl Salicylate, dom. ..	1.45@
foreign	1.65@
Amyl Valerate	3.00@
Anethol	1.40@
Anisic Aldehyde, dom. ..	3.65@
foreign	3.75@
Benzaldehyde, U. S. P. ..	1.30@
F. F. C.	1.55@
Benzylidenacetone	3.25@
Benzophenone	5.50@
Benzyl Acetate, dom.	1.15@
foreign	1.15@

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Benzyl Alcohol	1.40@	2.30
Benzyl Benzoate	1.45@	1.65
Benzyl Butyrate	5.50@	5.75
Benzyl Cinnamate	9.50@	
Benzyl Formate	3.40@	
Benzyl Iso-eugenol	18.00@	
Benzyl Propionate	4.00@	5.00
Benzyl Succinate	5.50@	
Borneol	2.75@	
Bornyl Acetate	4.50@	
Bromstyrol	4.00@	4.50
Carvene	.50@	
Carvol	5.75@	
Cinnamic Acid	3.25@	3.50
Cinnamic Alcohol	4.25@	5.25
Cinnamic Aldehyde	3.00@	3.50
Citral, C. P.	3.00@	3.50
Citronellal	3.25@	
Citronellol, dom.	5.75@	7.00
foreign	5.75@	7.00
Citronellyl Acetate	8.00@	
Coumarin, dom.	3.25@	3.75
foreign	3.45@	3.75
Cuminic Aldehyde	56.00@	
Decyl Acetate	28.00@	
Decyl Alcohol	32.00@	
Diethylphthalate	.32@	
Dimethylphthalate	.65@	
Diphenylmethane	1.75@	2.50
Diphenylxide	1.15@	1.35
Ethyl Acetate	.45@	
Ethyl Benzoate	1.50@	
Ethyl Butyrate	1.50@	
Ethyl Cinnamate	3.75@	
Ethyl Formate	1.00@	
Ethyl Propionate	2.00@	
Ethyl Salicylate	2.50@	
Eucalyptol	1.05@	
Eugenol	2.90@	3.25
foreign	2.90@	3.50
Geraniol, dom.	2.85@	3.25
foreign	3.00@	4.50
Geranyl Acetate	4.75@	
Geranyl Butyrate	13.00@	
Geranyl Formate	12.50@	
Heliotropin, dom.	2.10@	
foreign	2.10@	2.35
Hydroxycitronellal	8.50@	11.00
Indol, C. P. (oz.)	3.75@	6.00
Iso-borneol	2.25@	
Iso-bornyl Acetate	3.00@	
Iso-butyl Benzoate	3.80@	
Iso-butyl Salicylate	6.75@	
Iso-eugenol	4.00@	
Iso-safrol	1.75@	
Linalool	5.00@	6.50
Linalyl Acetate 90%	6.75@	7.50
Linalyl Benzoate	13.00@	
Methyl Acetophenone	3.35@	3.75
Methyl Anthranilate	2.55@	
Methyl Benzoate	2.15@	
Methyl Cinnamate	4.50@	
Methyl Eugenol	8.00@	10.00
Methyl Heptenone	9.25@	
Methyl Heptene Carbon	30.00@	35.00
Methyl Iso Eugenol	13.00@	15.00
Methyl Octine Carb.	30.00@	35.00
Methyl Paracresol	6.65@	
Methyl Phenylacetate		
Art. Honey Aroma	4.65@	6.00
Menthyl Salicylate	.43@	.48
Musk Ambrette	7.00@	9.00
Ketone	8.50@	9.50
Xylene	2.50@	3.25
Myristic acid	@	
Nerolin	1.50@	1.75
Nonyl Acetate	48.00@	
Nonyl Alcohol	40.00@	52.00
Octyl Acetate	24.00@	

Octyl Alcohol	32.00@	
Paracresol Methyl Ether	6.75@	
Paracresyl Acetate	5.00@	
Phenylacetaldehyde 50%	6.50@	8.00
imported	6.50@	8.00
pure	9.50@	10.50
Phenylacetic Acid	3.25@	4.00
Phenylacetic Aldehyde	6.75@	
Phenylethyl Acetate	10.00@	15.00
Phenylethyl Butyrate	16.00@	20.00
Phenylethyl Formate	18.00@	
Phenylethyl Propionate	16.50@	
Phenylethyl Valerate	20.00@	
Phenylethyl Alcohol, domestic	5.25@	6.00
imported	5.25@	6.00
Phenylpropyl Alcohol	5.25@	
Phenylpropyl Aldehyde	12.00@	
Rhodinol, dom.	10.50@	20.00
foreign	12.50@	22.00
Safrol	.31@	.34
Skatol, C. P. (oz.)	9.00@	10.00
Styralyl Acetate	20.00@	
Styralyl Alcohol	20.00@	
Terpineol, C. P. dom.	.33@	.35
imported	.32@	.35
Terpinyl Acetate	1.25@	
Thymene	.35@	
Thymol	3.25@	
Vanillin	7.80@	8.15
Violet Ketone Alpha	5.00@	9.00
Beta	6.25@	8.00
Yara Yara	1.50@	1.75

SUNDRIES

Alcohol, Cologne spts., gal.	4.90@	5.00@
Almond Meal	.28@	.30
Ambergris, black (oz.)	15.00@	18.00
gray (oz.)	28.00@	32.00
Balsam Copaiba, S. A.	.50@	
Para	.45@	
Balsam Peru	1.95@	
Tolu	1.25@	1.50
Baudruche skins, gr.	18.00@	25.00
Beaver Castor	4.50@	7.00
Cardamon Seed, green	1.35@	
decort	1.80@	
Castoreum	4.00@	
Chalk, precipitated	.03 1/4@	.06 1/2
Cherry laurel water, gal.	1.25@	
Civet horns (oz.)	2.25@	
Guarana	2.50@	
Gum Benzoin Siam	1.20@	1.60
Sumatra	.35@	.40
Gum Galbanum	1.65@	
Gum Myrrh	.35@	.50
Kaolin	.03@	.03 1/2
Labdanum	8.00@	
Lanolin hydrous	.18@	.20
anhydrous	.20@	.23
Menthol, Jap.	4.70@	5.60
synthetic	3.75@	4.25
Musk, Cab, pods. (oz.)	Nominal	
grains (oz.)	Nominal	
Tonquin, gr. (oz.)	36.00@	
Pods. (oz.)	25.00@	
Olibanum, tears	.14@	.30
siftings	.12 1/2@	
Orange flowers	1.00@	
Orange flower water, gal.	1.50@	
Orris Root, Florentine	.11@	.13
powdered	.15@	.25
Orris Root, Verona	.10@	.17
powdered	.12@	.25
Patchouli leaves	.25@	
Peach Kernel meal	.35@	
Reseda flowers, powd.	1.50@	
Rhubarb Root, Shensi	Nominal	

High Dried	.65@	
Powdered	.70@	.72
Rice Starch	.12@	.15
Rose leaves, red	2.25@	
pale	.65@	
Rose water, gal.	1.25@	
Sandalwood chips	.45@	.50
Saponin	1.25@	
Styrax	.47 1/2@	2.20
Talc, domestic (ton)	18.00@	30.00
French (ton)	40.00@	45.00
Italian (ton)	50.00@	65.00
Vetivert root	.30@	
Zinc, Stearate	.26@	.30

BEANS

Tonka, Beans, Para.	.95@	1.00
Tonka, Beans, Angostura	2.00@	2.25
Vanilla, Beans, Mexican.	4.75@	6.00
Mexican, cut	3.75@	4.00
Vanilla, Beans, Bourbon,		
whole	3.00@	3.50
Bour. cut	2.50@	
Vanilla Beans, Tahiti,		
yellow label	3.00@	
white label	3.25@	

TINCTURES

Ambergris	18.00@	
Benzoin	1.50@	
Civet	5.00@	
Musk, nat.	30.00@	
Orris root	1.75@	
Balsam Tolu	1.50@	
Vanilla	3.00@	

SOLUBLE RESINS

Ambrette	18.00@	
Castoreum	28.00@	
Chypre	13.00@	
Civet	80.00@	
Cyste	6.00@	
Benzoin	2.75@	
Galbanum	6.00@	
Labdanum	5.50@	
Myrrh	7.00@	
Oak Moss	16.00@	
Olibanum	6.00@	
Opopponax	12.00@	
Orris root	12.00@	
Patchouli	8.50@	
Peru balsam	6.00@	
Sandalwood	10.50@	
Styrax	2.75@	
Tolu balsam	3.50@	
Vetivert	11.00@	

CERTIFIED FOOD COLORS

Amaranth	4.75@	
Orange I	4.50@	
Tartrazine	4.75@	
Ponceau 3R	7.75@	
Indigo	16.00@	
Erythrosine	20.00@	
Guinea Green B.	17.50@	
Brown	5.75@	
Grape	4.50@	
Red	3.25@	5.50
Green	4.00@	
Yellow	3.25@	3.50

OIL SOLUBLE COLORS

Alcannin	5.00@	
Black	5.50@	
Blue	5.00@	
Brown	4.00@	
Green	4.00@	
Red	5.00@	8.00
Yellow	5.00@	

FOREIGN CORRESPONDENCE

(Continued from Page 571)

were limited by the industrial crisis, business this year was still further disappointing, being 50 per cent under last year's levels. Moreover, while sales last year extended even to the smaller towns and villages, this year cosmetics were purchased to any considerable extent only in the large cities.

Thus because of the declining domestic market and because of the loss of an export market which last year extended to Siberia and China, the Polish cosmetic industry has been forced to curtail operations and reduce prices by 10 to 20 per cent, with further price cuts forecasted.

RUMANIA

PRODUCTION OF TOILET PREPARATIONS. Although there are no reliable statistics of the Rumanian production of toilet preparations, it is apparent that the manufacture of the cheaper grades of perfumes, cosmetics, and toilet preparations has increased considerably in the past two years, writes Acting Commercial Attaché Fouche, Bucharest. The industry has prospered because of cheap labor and raw materials, thus permitting a selling price well below that of a similar foreign product. As the quality of the domestic article is generally considered inferior to the imported article, and as it is expected that with the gradual adjustment of internal prices to the gold standard, the imported preparation will enjoy a greater demand than the native article. The average Rumanian prefers an imported to a domestic article if the disparity in price is not too great. Some of the large French perfumers have established branch factories in Rumania to avoid the payment of the import duty but the well-to-do Rumanian will pay a high premium for the same trade marked article produced in the French factory.

American preparations, particularly in such lines as mouth washes, dentifrices, beautifying preparations, talc powder, and perfumed soaps are favorably received and the few varieties that have been introduced here are well established and in steady demand. With an improvement in financial conditions, and subsequent strengthening of importers' buying power there should be no difficulty in successfully marketing new American lines, if backed by intensive advertising.

RUSSIA

NEW RUSSIAN PHARMACOPOEIA.—By order of the People's Commissariat of Health of the R. S. F. S. R., No. 62, published in the Moscow Bulletin of Financial and Economic Legislation, No. 26, the Russian Pharmacopoeia, 6th Edition, of 1910, has been superseded from July 1 last by the State Pharmacopoeia which is known as the 7th edition, of 1925.

UNITED STATES-HAITI

MOST-FAVORED NATION AGREEMENT CONCLUDED.—A reciprocal most-favored-nation agreement was concluded between the United States and Haiti by exchange of notes on July 8. This agreement will become effective on October 1.

A Pleasure to Renew

Jos. Jutras, Toilet Preparations, 5275 Ave. Lafontaine, Montreal, Canada.

Always a pleasure to renew a subscription for an interesting review.

The increase is comparatively small for the useful information received from it.

THE MARKETS

(Continued from Page 571)

around on the part of the consumers. While these products can hardly be purchased upon price, still price does play an important part in the market. Competitive conditions between the manufacturers and the importers are unchanged and while each group makes charges against the other, the complaints are too indefinite to mean very much. Thymol is quite competitive and somewhat lower.

The group of methyl derivatives has displayed some strength during the month and most of them are somewhat higher than they were. Those in which the methyl group is a direct derivative are exceptionally strong owing to the increase in the duty on methanol announced by the President during the month. All articles in this class are higher and stronger.

There has been some let down in the call for the flavoring items among the synthetics. Methyl anthranilate and other items of this class are weaker and more or less unsettled owing to the falling off in the demand with cold weather. The floral substitutes are quite well sustained however, and the inquiry for all of them is good enough to keep prices well in line and to make for a strong market.

Most of the other items in the list have been steady without much change in quotations and with a reasonably active market at steady price levels.

Vanilla Beans

There continues to be a considerable amount of unsettlement in the vanilla market with little business being done in consequence. There has been a fair consuming demand for seasonal requirements of certain trades, but the tendency has been to purchase cautiously and not to load up. The importers here are more or less at a loss to understand the situation and are purchasing at primary points in very careful fashion. Certainly, contracts made for forward delivery to importers here are below the normal.

Prices have continued rather easy during the month with light demand and the exchange as the dominant factors in the market position. With the holiday season over, it is likely that actual consuming requirements will be moderate and that the resulting tone of the market will be rather easy until the spring needs of the consumers are again to the fore. Meanwhile, there is likely to be much figuring, estimating, guessing and jockeying on the part of the importers.

Sundries

The general list has been in steady moderate demand with few changes. Strength in orris root for shipment is a feature of the situation which is worthy of more than passing attention. Menthol has also stiffened up quite sharply here and to some extent for shipment as well, although the tendency among the best informed importers of the article is to consider the present movement as merely a temporary development of questionable duration.

Heading Off a Jest

"Do you think this country will ever be bone dry?" "No," said the Federal enforcement official. "Confidentially, I don't think it ever will be. All that we're trying to do is to make the country dry enough to keep visiting Britons from asking, 'When does prohibition begin?'"—*Life*.



NEW METHOD OF OLIVE OIL EXTRACTION

(Special Correspondence)

LONDON, December 10. An Italian scientist, Professor Michele degli Atti, of the Agricultural Experimental Station at Portici, has recently suggested a new method for the extraction of olive oil, according to "Modern Science." The professor points out that the present method of first pulping the fruit, and then obtaining the oil by pressure has not essentially changed from the earliest times, and similar methods are used for the extraction of fruit juices generally. In most cases, however, these fruit juices differ from that of the olive in being homogeneous, while olive juice consists of two different liquids, i. e., an aqueous solution of salts, acids, etc., which is very fluid, and an oily substance, which is much more viscous. The present method of extraction involves a loss of about 10 per cent of oil left in the residue, largely owing to the viscous nature of the oil.

The aqueous solution, or "water of vegetation," varies from 45 to 60 per cent of the total fruit juice, the oil represents from 25 to 30 per cent, and solid organic matter from 12 to 22 per cent. In the new method now suggested the fleshy portion of the olive is thoroughly ground up, not merely pulped, so that the oil cells are completely broken and all the oil set free. An unstable emulsion is formed, from which the oil almost completely separates out on standing, or by using cloth bags, through which the oil oozes out, leaving the watery solution and the organic matter inside. No pressure is needed; in fact, pressure must not be applied, otherwise some of the water and organic matter are extracted from the oil, the amount varying with the pressure.

Without pressure, the fatty matter is expelled by differences in density, the "water of vegetation" remaining fixed to solid particles, forming a semi-fluid mass. It is claimed for the new method that it is cheaper, since no power is required except for the grinding, that it gives a much higher yield of oil, and that the oil is of a better quality. It has succeeded well on a small scale, and the inventor hopes to give further details when his large-scale experiments are completed.

Using Imported Castile Soap for Export Purposes

A drawback order approved by Assistant Secretary of the Treasury Andrews shows that the Lockwood Brackett Co., of Waltham, Mass., is receiving a drawback on castile soap in cakes, granulated or powdered, manufactured with the use of imported castile soap in bars. The order prescribes the method of receiving the drawback in the usual form on sworn abstracts of the manufacturing records of the firm. The drawback is limited to the net weight of the exported products, plus the loss in moisture content involved in manufacture.

USE OF SOAP IN POLISHES*

Considerable quantities of soap are used in polishes of all sorts, whether for boots, furniture or metal. Boot polishes are usually classified as "spirit" or "saponified" polishes, according to whether they consist of mixtures of wax with turpentine or white spirit, or of aqueous emulsions of soap and wax. The older saponified polishes have now been very largely displaced by the spirit polishes, but there are still some to be found on the market. The soap is generally produced *in situ* during manufacture of the polish, rosin being melted with beeswax or carnauba wax, usually in admixture with other cheaper waxes, and a hot aqueous solution of potassium carbonate stirred in, which, of course, saponifies the rosin and the acidity of the waxes. Shoe creams also frequently contain a quantity of rosin soap which serves to emulsify the various waxes with a large proportion of water. Furniture polishes similarly often contain rosin soap or primrose (tallow-rosin) soap, used to emulsify beeswax or other wax with water and turpentine.

Metal polishes, whether liquid, powder or paste, commonly have some form of soap as an ingredient. For liquid polishes the soap employed is usually an acid ammonium oleate, used in conjunction with kerosene or other solvent, and a polishing earth, such as Neuburg chalk. Polishing powders have been made by mixing powdered soap with soda ash and soapstone (an impure variety of steatite), and polishing pastes containing soap, Neuburg chalk, kerosene or water are to be met with.

**Perfumery and Essential Oil Record Vol. 17, No. 10.*

PANCREATIN TOOTH PASTE

In the *Ugeskrift for Læger* of December, 1924, reference was made to the possibility of dissolving the organic pasty substance of tartar with the aid of pancreatin. In the January number of the *Tandlaegebladet* the dentist, Ingeborg Dorph, reports that on the basis of this suggestion she has had prepared a tooth paste by the following recipe:

Calcium carbonate ppt.....	25.0 parts
Soap	2.5 parts
Pancreatin with Peppermint.....	0.5 parts
Glycerin enough to form a paste.	

The dentist laid several extracted teeth into an aqueous solution of this paste, and Dr. Vilh. Jensen preserved them for half a year for observation in a thermostat in the Institute of Pathological Anatomy. The enamel proved to be absolutely unaffected after this period. The lady dentist then had her patients use this paste during the last six months. The result appeared surprisingly good. The tartar became white and porous, was easily removed and showed little tendency toward new formation.—(*Farm. Tidende* 1926, 11 d. Pharm. Ztg., Berlin.)

CONCERNING EXPERIMENTS IN THE BLEACHING OF OILS*

By Richard Neu

The attempts to prepare clear oils and fats are probably as old as the existence of the modern soap industry. The discoloration of fats is caused by organic coloring matters: Flavone, Oxyflavone, Carotene, which occur in Glucoside-like form. The possibilities of removing or destroying the coloring matters are very numerous. Oxidation and reduction are probably the most ordinary methods, then precipitation as saline combinations, and absorption by charcoal, bleaching earth and other absorbing substances. If the fats are treated with chemicals, they must not be modified nor influenced. Thus linseed oil cannot be treated with a copper salt, since otherwise its tendency to oxidize in the air is considerably increased by this salt which is especially the case with the drying oils like linseed oil, hempseed oil and others.

In the following I shall describe experiments which concern themselves with the removal of coloring matters from fats, which, however, lay no claim to being applicable in factory processes. Various observations on fat samples revealed the fact that, when they were exposed for a long time to light the oil assumed a lighter color. Better results were obtained with shorter exposure when salts of the copper group were added, like HgCl_2 .

By boiling raw soya bean oil with granular SiO_2 and CuCl_2 solution a golden-yellow oil was obtained. Experiments with other oils yielded a like result. By using CuCl_2 solution alone, at temperatures of 100°C ., the oil after being clarified with hydrochloric acid showed a greenish color. When oil was mixed with copper chloride, dissociation resulted very slowly.

Extensive experiments were undertaken to bleach raw linseed oil. For this purpose, raw linseed oil was heated with grape sugar to 240°C . After cooling it was shaken up with tannin solution, and the tannin precipitated with tin chloride solution. I obtained a clear oil. The brown color of the linseed oil had disappeared. By using smaller quantities of grape sugar, on using the same process, a clear oil was also obtained. For the purpose of clarification the oil was shaken up with a solution of sodium sulfate and ammonium chloride. The substances held in suspension in the oil precipitated between the oil and salt solution. An attempt was made by using derivatives of grape sugar in the bleaching of oils. Thus the diacetyl, triacetyl and tetraacetyl glucosides were employed, as also the dichloroglucoside.† The result was not satisfactory.

By stirring together with oil and starch paste, grape sugar and dilute sulfuric acid at 100°C . a more clear oil was likewise obtained. By reduction of oil with sodium hydrosulfite and grape sugar, by exclusion of air at 100°C . a greenish oil was obtained. According to D. R. P. 339, 575 of V. Schwarzkopf, the bleaching action of bleaching earth is considerably increased if it is used simultaneously with hydrogen. Furthermore by using sodium hydrosulfite and grape sugar with small quantities of mineral acids and magnesium, a clearer oil was obtained more quickly, probably by co-operation of the nascent hydrogen.

A very clear golden-yellow oil was obtained by using sodium hydrosulfite and grape sugar solutions. The oil was boiled with these solutions.

* From *Zeitschr. d. Deut. Oel-Felt Ind.*, Vol. 46, No. 38.
† Beilstein, Vol. I, p. 896.

DETECTING METHYL HEXALINE IN TEXTILE OILS*

Hexaline (hydrated phenol) and methyl hexaline (hydrated cresol) have recently found application as admixtures to laundry soaps and textile soaps. The addition of these as chlorinated compounds of carbon and hydrogen, and mixtures of benzene, benzol, hydrated naphthalenes as well as alcohol. This enables the soaps to dissolve contemporaneous substances and thereby increases their cleansing capacity. Even small quantities of the alcohols, 2-3 per cent, often suffice to produce the effect.

For their detection the following esterifying method was worked out by J. Marcusson: The sample is first distilled with steam by addition of slightly diluted sulfuric acid, in order to decompose the soaps. The volatile mixture of carbon and hydrogen compounds, chlorine compounds and methyl hexaline is heated for $\frac{1}{4}$ hour with benzoyl chloride in a reflux condenser and the benzoyl ester of the methyl hexaline, which is formed, is separated from the compounds of carbon and hydrogen etc., by repeating the steam distillation. The distillation is interrupted when the volatile oil droplets no longer swim on the water but sink to the bottom and assume an ester odor. Then the residue of distillation is dissolved in ether, the solution is washed with soda solution to remove benzoic acid, and then the ether is evaporated. The remaining ester is characterized by its peculiar odor, by its refraction number (1.511) and specific gravity (above 1). One per cent of methyl hexaline may be demonstrated.—(Original article in *Chem.-Ztg.*, 1925, p. 656.)

* From *Seifensieder Ztg.*, Vol. 53, No. 14, 1926, p. 244.

COPRA DEVELOPMENTS IN FIJI

(Special Correspondence)

Of the copra exported from the Fiji Islands about one-fourth is of plantation grade, five-eighths South Sea grade and the remainder of an inferior grade. The Fijian copra industry is chiefly exploited by men of small capital and by natives. One-third of the copra is produced on native plantations, the total area of which exceeds that owned by Europeans. The wastage is high and the quality low, but suitable for use in soap manufacture.

It is strongly recommended that the industry should be run on co-operative lines, the nuts being supplied to central factories where they would be converted into copra. By this means the quality of the product would be improved and the growers would receive greater remuneration. Work has been started in connection with the control of the moth *Levuana iridescens*, and information has been collected on the habits, prevalence, etc., of this pest and of allied species. It is hoped to introduce parasites from Java chiefly tachinid parasites on *Brachartona*, as a means of controlling the ravages caused by this moth.

French Soap Trade Trend

According to an article in the *British Soap Manufacturer*, the tendency in the French toilet soap industry is to supply only the home and colonial markets. The manufacture of toilet soap is on the wane on account of the activities of British, American and Oriental soap manufacturers in the foreign markets. Exports are largely of the high grade Parisian toilet soaps.

Clarification of Liquid Soaps

Methods of Clarifying, Filtering and Handling Outlined.

By C. W. Crowell, Beverly Hills, Calif.

(Specially Written for this Journal)

Except for a few scattered articles in various technical journals there is very little reference material upon this important phase of liquid soap manufacture. The two methods of treatment (1) ageing, and (2) filtration are combined in most modern plants to produce the greatest output with the minimum amount of storage. To go into the process in detail at this time is not practical, but effort will be made to bring out the more important points.

The problem really resolves itself from the question, "Why is clear soap not clear?" To control output so that clear soap is clear, brilliant and sparkling, is not difficult, if proper attention is given to the whole process of the clarification.

It is assumed that the manufacturer uses nothing but the best quality of oils, i. e. Cochin type coconut oil, or extra quality palm kernel oil, preferably with from 10% to 25% olive oil, and that he saponifies these oils with electrolytic caustic potash. Further, a distilled or specially softened water should always be used. Otherwise the number of technical problems that enter in, so multiply that a book would be necessary to cover the subject. Of equal importance is the carefully controlled manufacture, permitting no soap to be dropped from the kettles, until it has been tested and found to have no free caustic alkalinity, nor unsaponified, saponifiable oils.

The finished soap should be run or pumped into the ageing tanks, located in a sub-basement or specially cooled storage rooms. After twenty-four hours, perfume and color should be added and distilled water added to bring back to the original volume. Temperature in the ageing room should be as low as practically possible, 25° to 30° C., is best for most parts of the country. This depends somewhat upon the season of the year in which the soap is to be used.

Because precipitation is progressive (continuous over a period of two weeks to a month) the more careful manufacturers maintain storage space, and stocks, permitting ageing for at least a month, in 500 or 1,000 gallon tanks, with a cone bottom capacity of one tenth the total tank capacity.

After the ageing period the sediment and soap which have gathered in the cone bottom are or should be drawn off and pumped to an open mixing tank equipped with a slow speed mixer. Kieselguhr is then to be added, approximately 10 lbs. for each hundred gallons of sediment and soap and mixed well for a period of 30 minutes. This mixture is now ready for the filter presses. Any standard make press may be used. Pressure is increased very slowly, from 0 to 10 lbs. for the first 20 minutes. In most soap houses this sediment, soap and kieselguhr mixture is called the "Smear." This name comes from its use as the surface filler or smear on the filter press cloths, well known to the sugar chemist. The first filtrate, somewhat cloudy, should be returned to the mixer, or "Smear tank." As soon as the filtrate begins to show a brilliant clarity (in the test tube held to an electric light globe) the press is ready for the

bulk filtration. Two to three thousand gallons of aged, partially cleared soap may be put through a properly "smeared" press, before its efficiency drops to the point where clogged filter cloths prevent the maximum speed of filtration. Five to ten lbs. of kieselguhr added to each 100 gallons of soap prior to filtration will aid materially in filtration efficiency. In this case it is preferable to have a second mixing tank, or so-called "raw soap" tank, in which the soap and kieselguhr are well mixed before pumping to the press. This is not necessary, however, except in such soap houses as require a daily output of over 3,000 gallons of soap.

In "smearing" the press, at the start of a filtration cycle, the only important points to watch are, that the pressure is very slowly increased, and that clear filtrate appears within fifteen minutes. Excess pressure at the start will cause foaming and back pressure so badly that it may be necessary to "kill the press," wash clean and make a new start. Cloudiness after 15 minutes indicates either broken filter cloths or insufficient kieselguhr. The latter should always be avoided, too much filtering aid is always cheaper than not enough.

The clear soap can now be passed directly to the draw off tanks and is ready for shipment. As a precaution against possible settling it is better to have these tanks equipped with cone bottoms, exactly as in the ageing tanks, but this is not essential. A careful pressman will never allow cloudy soap to pass his press. The filters should only be in the hands of a competent trustworthy operator, for filter cloth breakage, while not continual, is liable to happen. Metal leaves, while more expensive, pay for themselves in a short time, over the cost of the more or less unsatisfactory canvas and duck clothes.

The press cake, after the filtration cycle is complete, need not be thrown away, but may be used as an abrasive base for nickel polish, when combined with other materials. To date, no economically efficient method of rejuvenating kieselguhr has been published, so that it is not practical to try to reuse it, as a filtering aid, in the clarification of liquid soaps.

Most manufacturers know, but for those who don't, it might be of interest to know that kieselguhr, of salt water derivation, is the only kieselguhr valuable as a filter aid, the fresh water material being worthless.

Syrian Caustic Soda Duty

The rate of duty on caustic soda imported into Syria from countries, members of the League of Nations and from the United States and Turkey has been reduced to 11 per cent ad valorem from 25 per cent ad valorem. Imports from countries other than those mentioned, which are not members of the League of Nations are subject to duty at 50 per cent ad valorem.

GERMICIDAL PROPERTIES OF SOAP*

By J. E. Walker

The meningococcus is killed in 2½ minutes by N/80 to N/640 solutions (0.4 per cent to 0.04 per cent) of the soaps of the fatty acids ordinarily present in soap bases; 1 per cent phenol is required to kill under the same condition. The gonococcus is killed in 2 minutes by N/640 to N/5120 solutions (0.04 per cent to 0.006 per cent) of the same soaps; 0.5 per cent phenol killed under the same condition. Sodium resinate also possesses marked germicidal activity toward these two organisms. The meningococcus, on being tested with four commercial soaps, showed approximately the same degree of susceptibility as would have been anticipated from the action of the chemically pure soaps. The susceptibility of meningococci and gonococci is such that they (along with streptococci, pneumococci and diphtheria bacilli) will be killed readily by any ordinary soap used with a reasonable degree of care. The dysentery bacilli and paratyphoid bacilli react to the different soaps in the same manner as previously shown for typhoid and colon bacilli; that is, they are killed by moderate concentrations of the soaps of the saturated acids, but are completely resistant to the soaps of the unsaturated acids at ordinary temperatures. The most readily available soap to be used against the typhoid bacilli, paratyphoid bacilli, and dysentery bacilli is salt-water soap prepared exclusively from coconut oil.

*J. Amer. Med. Assoc., Vol. 86, p. 1395.

SOAP OUTPUT SHARPLY LOWER

The Department of Commerce has announced that, according to data collected at the biennial census of manufactures taken in 1926, the establishments engaged primarily in the manufacture of soap (hard, soft, powdered, liquid, etc.), including the soap departments of large slaughtering and meat-packing establishments, reported, for 1925, a total output valued at \$270,273,107, of which amount \$229,948,291 was contributed by soap and \$40,324,816 by other products, such as glycerin, perfumery, toilet preparations, etc. The production of soap shows an increase of 2.3 per cent in value as compared with \$224,690,560 for 1923, the last preceding census year.

The items which make up the total of \$229,948,291 for soap made in 1925 are as follows: Hard soaps, 2,018,568,000 pounds, valued at \$182,714,092; granulated and powdered soap, 142,322,000 pounds, valued at \$15,789,485; soap powder, 398,947,000 pounds, valued at \$19,400,311; special soap articles valued at \$6,709,567; liquid, paste, and soft soaps, and soap stock or soap base, valued at \$5,334,836.

Of the 266 establishments reporting for 1925, 33 were located in Pennsylvania, 32 in New York, 30 in California, 28 in Illinois, 25 in Ohio, 24 in Massachusetts, 15 in New Jersey, 10 in Wisconsin, 9 in Rhode Island, and the remaining 60 in 19 other States. In 1923 the industry was represented by 270 establishments, the decrease to 266 in 1925 being the net result of a loss of 50 and a gain of 46. Of the 50 establishments lost to the industry, 39 had gone out of business prior to the beginning of 1925, 6 were idle during the entire year, and 5 reported commodities other than soap as their principal products and were therefore transferred to the appropriate industries.

Summary statistics for the industry are given in Table 1 below, and statistics of products by class, quantity, and value are presented in Table 2. The figures for 1925 are

preliminary and subject to such correction as may be found necessary upon further examination of the returns.

Table 1.—Summary for the Industry: 1925 and 1923.

	1925	1923	Per cent of increase or decrease (—)
Number of establishments..	266	270	—1.5
Wage earners (average number) ^a	14,926	17,002	—12.2
Maximum month	Nov. 15,359	Mar. 17,691	....
Minimum month	July 14,552	July 16,230	....
Per cent of maximum..	84.7	91.7	....
Wages ^b	\$18,026,854	\$20,776,443	—13.2
Cost of materials (including fuel, electric power, and containers) ^b	\$180,373,537	\$173,545,981	3.9
Products, total value.....	\$270,273,107	\$276,402,838	—2.2
Soap	\$229,948,291	\$224,690,560	2.3
Other products	\$40,324,816	\$51,712,278	—22.0
Value added by manufacture	\$89,899,570	\$102,856,857	—12.6
Horsepower	54,677	74,820	—26.9

^a Not including salaried employees.^b The amount of manufacturers' profits can not be calculated from the census figures, for the reason that no data are collected in regard to a number of items of expense, such as interest, rent, depreciation, taxes, insurance, and advertising.^c The value of "Other products" shown for 1923 is not strictly comparable with that for 1925 because of changes in the classification of certain establishments.^d Value of products less cost of materials.

Table 2.—Products, by Class, Quantity, and Value: 1925 and 1923.

	1925	1923
Total value	(a)	\$281,294,774
The soap industry, all products, value	\$270,273,107	\$276,402,838
Other industries, subsidiary soap products, value	(a)	\$4,891,936
Soaps	\$229,948,291	\$229,582,496
Hard soaps	2,018,568,000 pounds	2,600,346,000 pounds
Toilet soaps	value \$182,714,092	\$179,924,316
Laundry soap, white.....	257,554,000 pounds	240,144,300 pounds
Laundry soap, yellow.....	value \$46,643,664	\$53,098,527
Foots soap	755,550,000 pounds	1,082,626,900 pounds
Soap chips, in packages.....	value \$49,981,459	\$66,425,243
Scap chips, in barrels.....	613,395,000 pounds	218,754,000 pounds
Other hard soaps.....	value \$11,903,000	\$25,373,176
Granulated and powdered soap.....	value \$24,219,085	458,816,000 pounds
In packages	139,366,000 pounds	\$35,027,370
In barrels or bulk.....	value \$7,414,000	655,061,000 pounds
Soap powder, including cleansing, scouring, and washing powders	value \$6,233,621	\$39,799,073
Special soap articles	89,224,000 pounds	1,600,242 pounds
Liquid soap	value \$10,681,483	17,879,000 pounds
Paste soap	value \$6,709,567	18,879,000 pounds
Soft soap	value \$1,039,275	40,584,000 pounds
Soap stock or soap base, for sale as such.....	value \$2,755,000	83,670,198 pounds
Other products ^b	value \$2,077,680	67,752,000 pounds
Glycerin, crude (for sale).....	5,382,000 pounds	82,465,114 pounds
Glycerin, refined (for sale).....	value \$275,746	7,554,000 pounds
Stearin	value \$40,324,816	\$457,058 pounds
Candle pitch, tar or stearin pitch	25,842,000 pounds	23,459,000 pounds
Red oil (commercial oleic acid)	value \$3,718,471	\$2,694,894 pounds
All other products.....	value \$13,091,685	\$8,553,765 pounds
	value \$7,801,000	4,340,000 pounds
	value \$934,645	\$525,489 pounds
	value \$7,813,000	5,807,000 pounds
	value \$226,734	\$142,863 pounds
	value 2,180,000 gallons	1,390,728 gallons
	value \$1,535,037	\$744,770 pounds
	value \$21,018,244	\$39,950,497 pounds

^a Data not yet available.^b Production in the soap industry only.^c See note c, above.

Manila Copra Trade

August exports of copra from Manila, according to Trade Commissioner Butler, amounted to 16,541 kilos, valued at 3,529 pesos. Coconut oil exports amounted to 3,443,000 pounds and copra cake exports to 256,000 pounds.

The Potash Situation Reviewed

Recent Rise in Prices Should Not Be Interpreted As Indicating Policy Change

The recent rise in the price of potash salts has again raised the interesting question of the exact status of the potash industry in Germany since the Franco-German combine was effected. While the subject is of primary interest to the fertilizer manufacturer, the chemical man and the soap manufacturer are also intensely interested in the situation and in the prospects for future price changes in this important material. Much potash in the form of caustic and carbonate is used in the soap industry and the price of the caustic potash so used is directly traceable to the crude potash situation. The price of the carbonate also depends to some extent upon the price of crude potash, even though the carbonate is not derived from the basic muriate but is produced through an entirely different process.

Naturally, the combination between the French and the German potash producers and especially their arrangement for dividing the American market and for quoting uniform prices to the American consumers was the cause of much concern on the part of buyers of potash. Prior to the combination of these two interests, or groups of interests, the competition in potash, especially in America, which is a very important market, had been extremely keen.

The separation of the Alsatian mines from the German combine through the fortunes of war, had placed in the hands of the French government an economic weapon against the Germans which they were not slow in utilizing. They opened an American office under the direction of an experienced fertilizer man and proceeded to make every effort to secure business from the fertilizer and chemical manufacturers at the expense of the Kali Syndicate. They had some degree of success and took a share of the business, although with better management in America they could probably have secured more than they did. At the same time, the Germans were not idle. They had an excellent organization consisting of men long schooled in the potash industry and one or two brilliant Americans as contact men, and they succeeded, despite the competition, in taking the lion's share of the business.

Sharp Price Reductions

The first campaign found potash prices only slightly above the pre-war levels and nearly 80 per cent below the war-time prices. The second campaign saw a further sharp drop in the price, which at the end of that campaign had fallen to well below the pre-war prices. The combination with the French interests took place during the third campaign. Prices did not rise immediately, but there has been a slow gain since that time until today, the levels are just a shade below the pre-war prices.

Shortly before the Franco-German agreement was signed, the marketing plans of the Germans in this country underwent a complete change. Ostensibly, the change was to place the control of the marketing in the hands of Americans. Doubtless, beneath this was a desire on the part of the Germans to handle the funds resulting from their Ameri-

can sales in different fashion than they could have done had the American concern been merely the New York office of the German syndicate.

While both the French and the Germans insisted that the combination would not result in any rise in the price of potash to the consumers, still it was privately admitted that "people do not get together to cut prices." At the same time, it cannot be said that anything serious in the way of an advance took place or indeed has taken place to this day. In fact, prices, despite a return to a single control of quotations, and despite the fact that costs of production of the article have risen very sharply both in Germany and in Alsace, have been maintained at consistently low levels, satisfactory alike to the chemical man and to the fertilizer interests. In fact, so satisfactory have prices been that not even an extreme protectionist Administration and a rather powerful lobby in Washington were able to place a tariff on crude potash salts in 1922.

Internal Situation Interesting

Probably there is much in the statement made by the Potash Importing Corporation, which now handles sales and deliveries of German potash in the United States, to the effect that the policy of the German producers was to sell more potash at lower prices rather than less at a higher level. At the same time, it is the internal condition of the potash producing organization in Germany which has been the determining factor in holding prices down.

The German industry is composed of numerous units. Some of these units are rather large producers. Some of them are comparatively small. All are bound together quite closely in the central syndicate. The internal politics of this syndicate is, after all, the controlling factor in worldwide potash distribution. The syndicate is divided into two quite closely balancing factions. These factions are continually struggling by the purchase and sale and combination of the smaller units in the organization for the control of its policy.

The one group has adopted as its idea of the potash trade that of low unit cost of production, the closing down of unprofitable or marginal mines, an extensive and intensive advertising campaign among the consumers throughout the world and the promotion of broader potash consumption through such a campaign and through low prices.

The other group adopts the position that all mines should be operated upon at least part time. It contends that the sale of potash should be at prices which would allow the smaller, high cost marginal mines to operate upon a reasonable profit basis. It is not so much interested in extending the sales volume as it is in making the industry a profitable one to those engaged in it.

Fortunately for the American consumers, the control of the policy of the syndicate during the last few years has rested with the first group. It may or may not be fortunate for the syndicate itself that such has been the case.

Theoretically, it is quite right that the marginal producers should be closed down and that only the low cost mines should contribute to the production of potash or any other mineral. Practically, it unfortunately is the occasion of many difficulties when mines are forced to close down and when capital, tied up in such a marginal enterprise, becomes unproductive.

The result of the German situation has been to bring about some slight concessions to the other group by the one which has been in control. The closing of mines in Germany has been checked. Many of them are closed and will remain closed. A few have been closed, but have not reopened. A few, which were to have been closed, have not been closed. Recently, one of the mines, which was under the control of American capital, was placed on the market. The sale of the stock in this mine, it was believed for a time, would alter the balance in the syndicate and result in throwing the control of policy to the other group. And apparently, such may have been the case, although the policy here shows on change as yet.

Government Holds French Mines

The position of the French industry in the potash situation has been a rather peculiar one. Immediately after the war it played a very important part in the world's markets and particularly in those of the United States. The beginning of the price-cutting campaign can be laid only to the French competition. Undoubtedly German prices would have been reduced, but it hardly is likely that they would have been dropped as sharply as they were had it not been for the strongly competitive position of the French organization.

The French industry is under government control, but has been quite efficiently operated in spite of that. Production in France has risen steadily and the Alsatian mines have been quite broadly developed during the last few years. Their output, however, is now marketed upon a strict percentage basis with that of the Germans and the only expectation of a very broad market lies in the consumption of the product in France.

Any interpretation of the general potash situation must also include the output in the United States. This production has never, even under most favorable conditions, approached the consumption of the material in this country. During the war an industry comprising upwards of forty plants was started. It lasted until prices fell with the re-entry of the Germans in the market. Then it dropped off, a concern or two at a time, until at present there is only one really large producer. This producer, operating from the brine of Searles Lake, Cal., is able through the extraction of other valuable products, notably borax from the brine, to continue in a competitive position. Its position in the West is also an aid in this, in that the freights on German and French potash entering the country through even the nearest ports eat up the differential in price before the product can be delivered. Unfortunately for the expansion of its operations, however, the company is faced with the fact that 80 per cent of the potash consumption is in the states east of the Mississippi and south of Baltimore.

Recent discoveries, made in connection with the drilling for oil in Texas, have made it seem possible that at some future date the United States may be independent of foreign sources of potash. This cannot be an immediate development, however. It is impossible in the first place to interest sufficient capital for immediate development of so problematical a natural resource. Further, there is as yet no proof

of the extent or richness of the supposed potash beds. It is merely known that they exist and that they seem to be quite extensive in area and of fair thickness. They can hardly enter into the commercial side of the potash business during the next ten years unless some unusual discovery or development takes place.

Thus the future of the potash situation seems to depend very largely upon the German industry and particularly upon the internal workings of the German organization. More has been heard of a possible change in the position and of possible price advances recently. This is due principally to the fact that prices on the material have been advanced to some extent during the last two years, and quite sharply a month or two ago. These advances, however, have been readjustments necessary to place the proper share of the burden of the price upon the lower grade salts.

The situation at the moment is further complicated by the fact that internal consumption of potash in Germany has been somewhat curtailed, owing to advances in the price of the material for home consumption. An effort was made to bring this situation under the Anti-Dumping law, but no case could be made of it. However, there has been a rise in home potash prices in Germany and also in France, and it has hurt consumption to some extent.

The situation in this country, of course, depends largely upon the policy of the Kali Syndicate. The sellers of potash in the United States indicate that there is no cause to fear a sharp advance or an effort to take advantage of the more or less monopolistic control of the article.

Ample Supplies Available

There seems to be little to fear on the point of supplies. They are ample and must be sold in this market to a great extent. The price is below the pre-war level and not far above production costs, according to reports secured, not from the producers, but by American observers in the fields. The marketing is in the hands of an American concern, closely affiliated with one of the largest American shipping organizations, which should insure proper handling here and adequate tonnage space at reasonable rates. Thus, in crude potash, the position seems to be a very favorable one, without much chance of its turning unfavorable.

The manufactured potash salts, and particularly caustic potash, are in a somewhat different position. They are subject to a rather high tariff. The domestic makers cannot sell much below the levels at which they are offering goods now. The foreign manufacturers have a combination on export business which is holding prices at very firm levels. Too much is not allowed to get into this market and disrupt the situation. Ocean freights have recently advanced. At the same time, prices are not far out of line with pre-war averages and consumers seem to complain but little of the conditions surrounding the sale of the product.

Thus, the soap maker, in considering the potash situation, should feel that basically the situation is not at all an unfavorable one for himself. While his purchases of potash salts may cost him more than he thinks they should, it is not due to any unsound condition in the basic industry, but merely to more or less artificial conditions in the sale of the particular product in which he is interested. So far as raw potash is concerned, it is cheaper now than in 1913, a condition which does not hold for any other of the soap maker's raw materials. It could gain 20 per cent in price, something extremely unlikely in any event, and still be one of the relatively cheap articles on the list.

PREPARATION OF A DISINFECTING SOAP*

German patent 425,178: It has been demonstrated that by means of high percentage alcohol soaps both an excellent cleansing and superior disinfection of the hands is accomplished. For their complete sterilization, such as is made necessary for surgical purposes, the mere treatment with alcoholic soap solutions is however not sufficient.

It is, therefore, customary to wash the hands in addition with aqueous solution of corrosive sublimate, and then to subject them once more to an alcohol bath.

The invention aims at converting into a single operation with a single reagent the time consuming and circumstantial treatment of the hands by several disinfectants. As a base mass a firm or doughy alcoholic soap of known composition is to serve and by appropriate additions the desired property is to be imparted to it of producing on the hands complete freedom from germs by a not too extended process of washing.

Additions of the customary strong disinfectants, like iodine, corrosive sublimate, formalin, phenol and the like, did not yield the desired result, in that the combination not only did not go beyond the simple sum of effects, but in individual cases even led to loss of effects in rinsing.

The surprising discovery was made that the oxygen combinations in connection with alcoholic soap have the property of increasing in an extraordinary manner the disinfecting power or value of the soap in that, during the treatment of the body with the disinfecting soap they bring into action the excess of oxygen in such a manner that during the washing process it penetrates into the pores of the skin in the nascent state, softens them, and thus insures to the liquid alcoholic soap a surprising depth of action.

The possibility of combining with the alcoholic soap substances liberating oxygen was not to be taken for granted without challenge since alcohol itself is an oxidizable substance. It is a matter of surprise that the alcohol in the soap is not only not affected by the oxygen yielding substances but that apparently it has a conserving influence upon the oxidation substances in that it prevents their decomposition, in which action the circumstance that the alcoholic soaps are compounded from thoroughly dehydrated soaps and dehydrated alcohol probably has a contributory influence.

It has been shown that an addition of e. g. 15 per cent of sodium persulfate suffices to completely kill off the most resistant bacteria, like staphylococci, streptococci, pyocyanus bacilli in 5 minutes. This result appears not only with cultures outside of the human body, but it has also been shown that experiments on the human being have had equally favorable results.

Thus among other things an experiment in this direction was made in such a manner that the hands of a working person were for 10 minutes brushed with the soap prepared as above, the water being warmed in addition (wash basin, brush and water had been previously sterilized for half an hour). The strong soap lather which was formed was then rinsed off with sterilized water, and then the hands were thoroughly rubbed with solvents, in order to completely remove every possible trace of soap which might perhaps have had a disturbing influence upon the samples of culture.

Finally both sides of the hands, also the fingers and the nail crease were scraped off with a sterile steel knife, and

FEATURES OF SOAP MATERIAL MARKET

(Continued from Next Page)

sale price is somewhat below the \$3 mark despite denials of this from some sources.

Increased ocean freights are likely to have some effect upon imported alkalis. The demand is steady and while spot stocks have been sufficient to take care of current requirements without much advance in prices thus far, it is very probable that higher levels will be forthcoming before very long.

Other Soap Materials

There has not been much change in the position of the market. Business is fairly active for nearby parcels and also fairly brisk on contract. On the whole prices are quite steady. There has not been much change in rosin prices. It was generally expected that higher levels would rule when cold weather set in owing to the anticipated decline in receipts and the increase in the inquiry which usually takes place in the winter. However, the export demand is somewhat lighter than was anticipated and receipts have held up better than was expected. Other items are also quite steady with very few important price changes reported.

NATURAL OLEIC ACID

Professor A. Lapworth and E. N. Mottram, together with Mrs. L. Pearson, in their researches on oleic acid, have published the details of a method for obtaining this acid in an almost pure form from olive oil, but the product still contains a minute quantity of palmitic acid. Oleic acid can be converted to the extent of 96 per cent into dihydroxystearic acid without affecting the saturated acids present, which can be extracted and estimated; thus it is possible to make accurate determinations of the saturated acids in natural oleic acid, the authors finding that previous estimations have been too low. By oxidation of oleic acid with potassium permanganate under specified conditions there results oxalic acid, octoic acid, $\text{CH}_3(\text{CH}_2)_8\text{CO}_2\text{H}$, and suberic acid, $\text{CO}_2\text{H}(\text{CH}_2)_8\text{CO}_2\text{H}$, the method being regarded by the authors as of general chemical interest, the absence of any appreciable quantity of a dicarboxylic acid other than oxalic and suberic showing that oleic acid obtained from olive oil contains little or none of its isomerides. By modifying the experimental conditions, dihydroxystearic acid can be converted into nononic acid, $\text{CH}_3(\text{CH}_2)^9\text{CO}_2\text{H}$, and azelaic acid, $\text{CO}_2\text{H}(\text{CH}_2)^9\text{CO}_2\text{H}$.

therewith ager cups were fractionally inoculated. Besides this, after the several steps of cleansing transfers were made upon agar.

Absolute sterility of the hands was proven. The same result was accomplished in case of frequently repeated experiments.

In similar manner like persulfates perborates, peroxides and other oxygen compounds are equally efficient.

Claim for patent: a method for preparing a disinfecting soap which shall especially serve to completely remove germs from the hands, characterized by the fact that to a high percentage solid or salve-like alcoholic soap oxygen yielding substances like persulfates, perborates, alkali peroxides, magnesium superoxide, etc., are added.

* From *Seifens. Ztg.*, Vol. 53, No. 10, p. 171.

MARKET REVIEW ON TALLOW, ETC.

VEGETABLE OILS

Since the last review, vegetable oils have been fairly active but prices in most cases have declined. Sales of coconut oil have been made for January-June shipment at 7½¢ per pound f. o. b. Pacific Coast and at 8¼¢ lb. New York for the same delivery. Additional quantities are available at these prices but most buyers seem to be looking for lower prices in view of the large cotton crop this year.

During the last few days, crude cottonseed oil has eased off slightly and with an abundant supply of oil in sight further declines are looked for. Corn oil has also dropped to around the 6½¢ level, f. o. b. mill.

Stocks of palm oils are rather small and lately there has been a good demand from soap makers. Quite some interest has been shown in forward shipments of palm oils.

A. H. HORNER.

TALLOW

Prices have again eased off somewhat with latest sales of New York Extra Tallow at 7¼ cents per pound ex plant, at which price the market appears to be stabilized for the time being. There is a steady demand for the various grades of tallow which precludes the possibility of any decided big break in prices for the remainder of this year.

Good House Grease can be quoted 6½ cents to 6¼ cents loose and lower grades at relative prices. The markets in the middle west and at western points, while easier in tone as compared with the conditions prevailing several weeks ago, yet do not show any decided weakness, and soapers are absorbing the offerings rather steadily.

It is generally admitted that inventories carried by manufacturers are not burdensome, and this tends to the belief that market values are not likely to drop considerably below present prevailing prices.

TOBIAS T. PERGAMENT.

GLYCERINE

There is no change to report in the quoted price for chemically pure glycerine which is still 30¢ in bulk. During the period under review there has been a seasonable demand from the pharmaceutical trade and the tobacco people have been active on the buying side. The various other purchasing sources have taken the usual quantity. The year has been a very favorable one, both as to demand and prices, and it is conceded that at its present quotation, the article is no more than receiving its actual value.

Crude glycerine has been purchased freely at constantly higher prices and there are buyers today, at the top. Some people of judgment in the trade expect the market to sag, beginning with February, while others profess to believe that the prices recently established are likely to continue well into next year. It does seem that stocks in maker's hands are extremely small, both for this month and next and if such is the case, there is no reason why prices should not be maintained into February and if, in the meantime, the current production is taken up as made, the market should hold for a longer period.

During the year, domestic stocks have been absorbed,

practically as produced and in spite of the fact that a normal production has occurred, we have had to import from Europe, in pre-war volume.

W. A. STOPFORD.

INDUSTRIAL CHEMICALS

The manufacturers report a very satisfactory business in alkalis for the coming year. The demand has not been as good as that of a year ago, but the volume of contract business closed is reasonably satisfactory. The prices at which this business is being done are also fairly satisfactory. The continued pressure of the consumers for a readjustment of contract prices, however, has borne fruit in the form of an "official" drop of 10 cents in caustic soda prices and of 5½ cents in soda ash prices for next year's delivery. This makes the "official" price on standard brand caustic on contract \$3 per 100 pounds. However, it is unlikely that much of the real contract business is being done at this level. Instances have come to light in which considerably lower levels have been quoted on exceptionally large business and it is probable that the average contract

(Continued on Preceding Page)

SOAP MATERIALS

Tallow and Grease

Tallow, New York, Special 7¾¢. Edible, New York, 9¢. Yellow grease, New York, 6¼¢. White grease, New York, 7¼¢.

Rosin, New York, October 15, 1926.

Common to good....	12.45	I	12.75
D	12.50	K	13.00
E	12.50	M	13.75
F	12.50	N	14.20
G	12.60	W. G.	15.70
H	12.65	W. W.	16.50

Starch, pearl, per 100 lbs.	\$3.32 @
Starch, powdered, per 100 lbs.	3.42 @
Stearic acid, single pressed, per lb. ....	.12¼ @
Stearic acid, double pressed, per lb. ....	.13 @
Stearic acid, triple pressed, per lb. ....	.15 @
Glycerine, C. P., per lb. ....	.30 @
Dynamite .....	.27 @
Soap, lye, crude 80 per cent, loose per lb. ....	.18 @
Saponification, per lb. ....	.19¼ @

Oils

Cocanut, edible, per lb. ....	.10¼ @
Cocanut, Ceylon, Dom. per lb. ....	.09½ @
Palm, Lagos, per lb. ....	.08¼ @
Palm, Niger, per lb. ....	.08¼ @
Palm, Kernel, per lb. ....	.09¼ @
Cotton, crude, per lb., f. o. b., Mill ....	.06½ @
Cotton, refined, per lb., New York ....	.08¼ @
Soya Bean, per lb. ....	.14 @
Corn, crude, per lb. ....	.07¼ @
Castor, No. 1, per lb. ....	.12 @
Castor, No. 3, per lb. ....	.11 @
Peanut, crude, per lb. ....	.13 @
Peanut, refined, per lb. ....	.15 @
Olive, denatured, per gal.	1.35 @
Olive Foots, prime green, per lb. ....	.08¾ @

Chemicals

Soda, Caustic, 76 per cent, 100 lbs.	3.00 @ 3.10
Soda, Ash, 58 per cent, per 100 lbs.	1.32¼ @ 1.40
Potash, Caustic, 88@92 per cent, per lb.	
N. Y. ....	.07¼ @ .07¼
Potash, Carbonate, 80@85 per cent, per lb.	
N. Y. ....	.06 @ .06¼
Salt Common, fine, per ton	15.00 @ 24.00
Sulphuric acid, 60 degrees, per ton	10.50 @ 11.00
Sulphuric acid, 66 degrees, per ton	15.00 @ 16.00
Borax, crystals, per lb.04¼ @
Borax, granular, per lb.04¼ @
Zinc oxide, American, lead free, per lb. ..	.06¾ @ .07¼

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